Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL
Volume 1, No. 4 Published by Her Majesty's Stationery Office 11 November 1970

BRITISH INDUSTRY INFORMATION
AVIATION AEROSPACE
BROADCASTING
COMPUTERS
MARITIME
RADIO

Price 2s 0d [10p] net

Every cargo man should have someone to carry his load

Pass your cargo problem to us. We've got the people to take the load off your shoulders.

Just ring Export Cargo*. We'll give you personal attention. Plus all the information you'll need.

Like the fact that we have cargo space on all our scheduled jet services to Europe, Africa and South America. Not forgetting, of course, our INTERJET services to Belfast, Glasgow and Edinburgh. (See the complete list of destinations below.)

And we run the VC-10 scheduled-freight AFRICARGO service weekly to Nairobi and Lusaka-Ndola.

Rest assured that while your freight is in our hands we'll give it the kid glove treatment. In the air *and* on the ground.

We'll deliver the goods where you want them, when you want them.

Give us your problems. And trust us.

* Gatwick Airport-London (01) 283 8755 (0293) 27890.
Heathrow Airport-London (01) 759 4111.

BUA
BRITISH UNITED AIRWAYS

The airline that has to be best.

Scheduled jet services: Accra, Amsterdam, Bathurst, Belfast, Buenos Aires, Edinburgh, Freetown, Genoa, Gibraltar, Glasgow, Ibiza, Jersey, Kampala, Las Palmas, Lisbon, Lusaka, Malaga, Manchester, Nairobi, Ndola, Newcastle, Palma, Rio de Janeiro, Rotterdam, Santiago, Sao Paulo, Southampton, Tenerife and Tunis.

BU28

Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

VOLUME 1. NO. 4. PAGES 169-232. NOVEMBER 11, 1970.
PRICE 2*s.* 0*d.* (10p). NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s.* 6*d.*
Editorial Address: **Room 437, Department of Trade and Industry, 1 Victoria Street, London, S.W.1. 01-222 7877**

Index to Statistics 170
Subscriptions, Advertisements Reprints 170
Peru: the changing economy 173
Mr. Davies speaks on government policy of 'disengagement' 175
Industry must take its own decisions – Sir John Eden 176
EFTA Ministerial meeting 176
Foreign visitors to Britain in September 177
Trade inquiry offices of overseas countries 177
London Chamber forum on simpler export paperwork 177
'A complete new pattern for the Government' – The Prime Minister 177
United Kingdom protective import duties 178
Applications for temporary exemption from import duty 178
Import quotas for butter 1970/71 178
Anti-dumping duty on French new potatoes 179
Statistics users' conference 179
Patents endorsed 'Licences of Right' 179
Pattern of equipment approved under Section 12 of the Weights and Measures Act, 1963 180
'The International System of Units' 180
New issues of decimal conversion tables 180
Prevention of Fraud (Investments) Act 1958 181
British Commercial Representatives Overseas 181
Selling consumer goods to West Germany 181
Training foreign store buyers to buy British 181

Aviation and Shipping

Mr. Grant speaks on measures to combat oil pollution 182
Experiment will aid research into oil pollution at sea 183
Civil Aviation Acts 1949 and 1968. Exemption under the air navigation (Noise Certification) Order 1970 184
Merchant Air Service and Merchant Navy at Remembrance Day Ceremonies 184
Awards to coastguards for rescuing stranded dog 184
Parliamentary Answers 186
Parliamentary Answers on aviation and shipping 189
New Books 190
Government surplus sales 191

STATISTICS

The economy: selected indicators 192
United Kingdom Overseas Trade – Unit value and volume index numbers for September 193
Registration of British and foreign films 195
Retail sales in Northern Ireland 196
Retail trade in September 197
UK official reserves during October 197
Cinema admissions and takings in July 197
Hire purchase and other instalment credit business in September 198
Activity in the chemicals industry 201
Business Monitor 203
The Paper and Board Industry from 1960 to June 1970 204
National Food Survey: household food consumption in the second quarter of 1970 208
Vehicle production in September 210

EXHIBITIONS AND FAIRS

Princess Alexandra opens BA 70 211
Mr. Davies opens 'Enterprise Wales' 211
Substantial orders likely to result from Gothenburg Packaging Exhibition 212
Considerable interest in low-cost printing equipment at Intergrafika, Zagreb 212
Over 540 firms exhibit at International Woodworking Machinery and Furniture Supply Fair 213
New 'total products' featured at Materials Engineering Exposition 213
The showcase of Britain's farming industry 213
Orders worth £200,000 placed for British menswear fashions 214
BAC 1-11 steals the limelight at Rumania's first international fair 214
One hundred publishers represented at book exhibition 214
Successful debut by scientific instrument manufacturers in Siberia 214
One hundred publishers represented at book exhibition 214
Successful debut by scientific instrument manufacturers in Siberia 215
Skindiving suits a big attraction for buyers at SPOGA 215

OVERSEAS TRADE AND EXPORTS

TRADE AND FINANCIAL ARRANGEMENTS

Iraq and Bulgaria. Denmark and Rumania. Hints to businessmen booklets. Cholera regulations 216
Export Missions and Tours 218
Export Orders 220

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Australia: Nitrogenous fertilizers: tariff changes and dumping duty. Tariff Board inquiry. Marking standardization of packaged imported goods 230
Chile: Import duty amendments 230
Colombia: Prior approval required for imports of sodium dithionate. Prior deposits lowered. Alterations to Chapter 84 of Colombian tariff. Duty on bicalcium phosphate lowered if for special agricultural use 231
European Communities: Common agricultural and fisheries policy. Company law – the European Company. Common customs tariff – suspension of duties. Imports from non-member countries. Common commercial policy – Community imports 222
France: Import regulations for certain foodstuffs 224
Iraq: Customs tariff amendments 226
Irish Republic: Increase in wholesale tax on luxury items 224
Israel: Weights and measures – Regulations: Tariff amendments. Emergency Regulations: surcharge 227
New Zealand: Tariff and Development Board Reports. Customs tariff inquiry – certain armoured suction and delivery hose. Customs tariff inquiry – marking pens. Emergency Protection Authority – wooden tool handles 227
Saudi Arabia: Ownership of real estate 226
South Africa, Republic of: Sales duty change 227
Spain: Home compensation tax levy: quebracho 224
Sudan: Five Year Plan 1970-75 227
Sweden: Recent economic measures 225
United States: Washington Metropolitan Area Transit Authority – 'Buy American' policy 232
Uruguay: Duty concessions: prior deposits 232
Venezuela: Imports of racing horses prohibited for six months of each year 232
Yugoslavia: Economic stabilization measures 224

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

From left to right: Mr. Norman Sutherland of the California Trade Drive Office, Mr. P. Cooke CETA Electronics Ltd., Mr. A. A. E. Franklin, Consul General at Los Angeles, Mr. J. Evans of CEA International Inc., Mr. Alan Clarke of the Electronic Components Board and Mr. Frank Sherry of the Electronic Engineering Association, the sponsoring body for the 28 British companies exhibiting at WESCON '70 under the Board of Trade (now Department of Trade and Industry) Joint Venture Scheme. Throughout the Western Electronics Show and Convention, the staff and Government officers manning the British Industry Information Booth were able to answer many inquiries on Britain's electronics industry. The British group, the largest foreign contingent at the Show, was exhibiting at a time when the British Trade Development Office in California is preparing for 'Target California'. The British Trade Drive will be the subject of a special BNEC Conference which is to be held at the Royal Lancaster Hotel, London, today (November 11), when Mr. A. A. E. Franklin, the Consul General at Los Angeles will be one of the speakers. EEA is also sponsoring a joint venture with the DTI participating in the IEE '71 (from March 22 to 25 next year) to be held in the New York Coliseum, known as the largest electronic show in the Eastern United States. (*The telephone number of EEA is* 01-499 4501)

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = evrey six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	*Last Published*
Air Transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	8 July 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	23 Sept. 1970
UK balance of payments (Q)	9 Sept. 1970
Bankruptcy orders (Q)	28 Oct. 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	14 Oct. 1970
Industry's investment intentions (3 times a year)	14 Oct. 1970
Catering trades turnover (M)	14 Oct. 1970
Chemicals industry (Q)	This week
Companies:	
Acquisitions and mergers (Q)	19 Aug. 1970
New companies registered:	
Gt. Britain (M)	14 Oct. 1970
N. Ireland (M)	21 Oct. 1970
Computers:	
UK computer market (Q)	7 Oct. 1970
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	7 Oct. 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	16 Sept. 1970
Electronics industry:	
Electronics capital equipment deliveries research and development (Q)	28 Oct. 1970
Engineering and electrical goods:	
Production exports and orders (M)	28 Oct. 1970
Film industry:	
British Film Fund Agency returns (M)	14 Oct. 1970
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	This week
Footwear industry orders and deliveries (M)	28 Oct. 1970
Foreign trade:	
EFTA trade (Q)	2 Sept. 1970
Industrial countries trade and production (Q)	4 Nov. 1970
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	21 Oct. 1970
Value of overseas trade: analysis of trends (Q)	4 Nov. 1970
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	14 Oct. 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	19 Aug. 1970
Business (M)	This week
Industrial building (Q)	28 Oct. 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	28 Oct. 1970
N. Ireland index (M)	21 Oct. 1970
Insurance companies:	
Assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	14 Oct. 1970
Machine tools deliveries and orders (Q)	14 Oct. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	5 Aug. 1970
Deliveries (Q)	5 Aug. 1970
Production (M)	7 Oct. 1970
Volume of production (M)	7 Oct. 1970
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	21 Oct. 1970
Office development permits (Q)	19 Aug. 1970
Partnerships registered (A)	8 April 1970
Pension funds:	
Assets (A)	19 Aug. 1970
Retail prices index (M)	28 Oct. 1970
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	28 Oct. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	14 Oct. 1970
Retail (M)	14 Oct. 1970
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	23 Sept. 1970
Cotton production (M)	28 Oct. 1970
Hosiery production (M)	28 Oct. 1970
Wholesale houses sales (M)	14 Oct. 1970
Wool exports (Q)	2 Sept. 1970
Wool output (M)	28 Oct. 1970
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1970
Index nos. (M)	21 Oct. 1970

Department of Trade and Industry Organization, etc.

Subjects	*Last Published*
DTI addresses	19 Aug. 1970
DTI Regional Directors (Export)	7 Oct. 1970
British Commercial representatives overseas	7 Oct. 1970
Customs notices of interest to exporters	This week
Director of the then BOT departments and their work	8 April 1970
ECGD local offices	19 Aug. 1970
Half-yearly index – Jan.-June 1970	19 Aug. 1970
Official receivers' offices	20 May 1970
Programme of trade promotions	4 Nov. 1970

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS

TRADE and INDUSTRY (*incorporating the Board of Trade Journal*) is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

© Crown Copyright 1970

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *TRADE and INDUSTRY* (*incorporating the Board of Trade Journal*), Room 437, Department of Trade and Industry, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654).

The views expressed in contributions emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1.), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Subscription form for Trade and Industry

Incorporating the Board of Trade Journal

To Her Majesty's Stationery Office:
London, S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 1: 258 Broad Street
Bristol 1: 50 Fairfax Street

Enclosed please find £6 18s. 6d.
being one year's subscription to
TRADE AND INDUSTRY
(incorporating the Board of Trade Journal).
The copy should be sent to:

Name ....
Address ....
....

GENTRANSCO— and FRANCE

LONDON – PARIS

TRAIN FERRY GROUPAGE SERVICE
FOUR DESPATCHES PER WEEK — *TRANSIT THREE DAYS*

PARIS – LONDON

ROAD/CONTAINER GROUPAGE SERVICE
TWICE WEEKLY — *FOUR DAYS TRANSIT*

LONDON – LYON – LONDON

GROUPAGE SERVICE BY RAIL AND ROAD
REGULAR EVERY WEEK IN BOTH DIRECTIONS

* * *

EXPORT DELIVERIES TO–IMPORT COLLECTIONS FROM:

GENTRANSCO No. 5
LONDON INTERNATIONAL FREIGHT TERMINAL,
STRATFORD, LONDON, E.15

RATES & DETAILED INFORMATION FROM:

GENTRANSCO SERVICES LTD.,
P.O. BOX 166, CENTRAL HOUSE, STRATFORD, LONDON, E.15. 2 PT
Telephone: 01-534 6655 Telex: 897153/4

ALSO

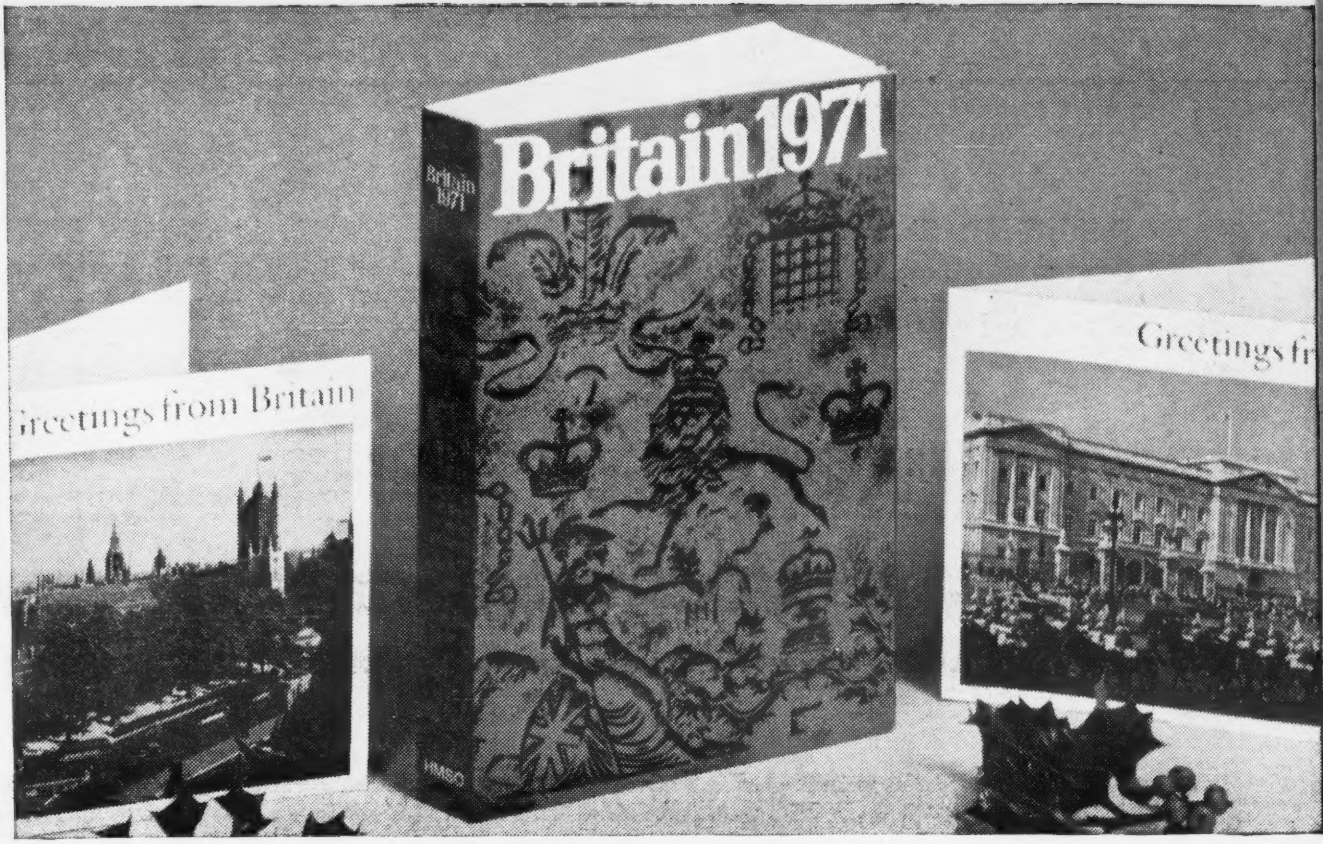
MANCHESTER – PARIS

TRAIN FERRY GROUPAGE SERVICE
TWICE WEEKLY — *THREE DAYS TRANSIT*

GOODS TO:
GENTRANSCO DEPOT,
Liverpool Road Goods Station,
Manchester 3

RATES ETC. FROM:
GENTRANSCO SERVICES LTD.,
40 King Street West, Manchester
Telephone: 061 832 6411 Telex: 667659

"AN EXTRACT FROM THE RANGE OF GENTRANSCO GROUPAGE SERVICES"



Send your overseas business friends this 540 page greetings card for Christmas

The Department of Trade and Industry is sponsoring this gift scheme for your overseas business associates, whereby they can receive copies of 'Britain 1971'—with *your* compliments—sent direct from Her Majesty's Stationery Office.

Running to about 540 pages, it is a detailed and comprehensive guide to just about every aspect of the British way of life.

The book's nineteen chapters cover everything about Britain today: from the latest industrial production index to the advancement of the Sciences and the Arts—from the National Health Service to the origins of cricket.

Prepared each year by the Central Office of Information in collaboration with other Government departments, this illustrated volume will make a splendid Christmas or New Year gift for your overseas business friends.

The cost to you is only 36/6 per copy, including overseas postage, and in addition you receive attractive greetings cards with envelopes to despatch to your overseas friends. This way, you can let them know that a copy of 'Britain 1971' will be reaching them in the New Year as a gift from you.

To find out more about the scheme, fill in and post the coupon below.

I am interested in your **'Britain 1971'** gift scheme. Please send me the leaflet giving full details, and the order form.

NAME ____________
(BLOCK CAPITALS PLEASE)

ADDRESS ____________

____________ 86

Post this coupon to: **U.K. Publicity Section (707),**
The Department of Trade and Industry,
1 Victoria Street, London, SW1.

TRADE WITH CENTRAL AND SOUTH AMERICA – 2

Peru : the changing economy

By J. G. MacDonald, MBE, First Secretary (Commercial) Lima

The first article in this series, Costa Rica : small but rich in opportunities was published in October 28 issue.

THE REVOLUTIONARY GOVERNMENT of the Peruvian Armed Forces led by General Juan Velasco assumed power on October 3, 1968 with the declared intention of transforming the economic, social and cultural structure of the country and raising the standard of living by spreading the undoubted wealth of Peru more evenly throughout the country.

Although the new Government regard their social objectives as perhaps the more important in the long run, it is in the economic sector that the major and most visible changes have so far been taking place: the most striking and fundamental being the continuing transformation from a *laisser faire* private enterprise economy to a State planned and controlled one.

The effect on the pattern of Peru's foreign trade which this is having is such that a businessman returning to the market after an absence of two years could be forgiven for thinking that he had come to a different country. Therefore any examination of the prospects for British trade must begin with a review of the rapidly changing situation.

The new Government's first task

The new Government designated as their first task the stabilization of the country's finances. In this they have had remarkable success. Internally the Budget in 1969 was stabilized for the first time in many years, enabling the Government to repay the substantial carry-over debt from preceding years and to make a modest reduction in the long-term debt. Earlier this year the external debt to the United States, Japan and various European creditor countries was successfully refinanced, thereby alleviating the burden which would have hampered development plans from 1971 onwards. Inflation in 1969 was cut back from 19 per cent in 1968 to a manageable 6.2 per cent. Severe restrictions on the importation of luxury consumer goods initiated in 1968 sharply reduced imports from the 1967 total of $819 million to $601 million at a time when high prices for Peru's main export commodities (particularly in mineral and fishmeal which account for 80 per cent of all exports) maintained exports at $866 million.

An upward trend in exports

The upward trend in exports has continued in 1970, mainly due to higher commodity prices enjoyed for much of this year, and is now running at an annual rate nearing a record US$1,000 million. Imports, however, have remained at a low level and are provisionally estimated to have risen only 2 per cent for the first half of 1970. Foreign exchange control was imposed on May 15 and nationals were obliged to repatriate their overseas cash balances. This measure and the exceptionally favourable balance of trade have boosted foreign exchange reserves to a record $467 million.

Having laid down the foundations for future growth the Government embarked on its reform programme. The Agrarian Reform Law limits maximum individual holdings to 150 hectares for irrigated arable land but has also decreed minimum sizes of small holdings to enable peasants to operate a viable unit. The large estates have been converted into co-operatives. The Industrial Law has reserved six basic industries (iron and steel, non-ferrous metallurgy, basic chemicals, paper, fertilizers and cement) for the State and has placed all industries into one of four categories, the

(Continued on next page)

Senor Miguel Miloslavich, vice-president of CONACO (the Peruvian National Merchants' Confederation) addressing members of the Merseyside and District Chamber of Commerce Mission in June. Photograph courtesy of La Prensa.

PERU – THE CHANGING ECONOMY, *continued*

first three of which enjoy various tax incentives. In addition provision has been made for worker participation in profits and share capital. Laws of a similar type are expected shortly to cover commerce, and the mining and fishing industries. State Trading Organizations have been established for the marketing of fishmeal and fish oil and minerals and for imports of cereals, meat and dairy products. State Corporations have been created for telecommunications and ports and similar organizations are expected to be formed for other sectors. The State owned Banco de la Nacion has acquired majority holdings in three private sector banks and is now the country's largest bank. It is also responsible for foreign exchange control and recently assumed responsibility as the channel for re-insurance.

The pace and sheer volume of legislation which the Revolutionary Government has issued during the first two years (over 1,400 Decree Laws in addition to statutory regulations) as much as the radical nature of some of these Laws has undoubtedly undermined the confidence of the private sector. Businessmen complain that new legislation increases their difficulties in planning ahead for investment purposes. There are few signs of any significant new investment by the private sector despite the excellent trade surpluses, balanced fiscal position and substantially increased liquidity available in the banks.

Rising investment in the public sector

In the public sector, however, the picture is very different. With the growth of the State Corporations, which are playing an increasingly larger share in the economic lift of the country, 1970 has witnessed the start of rising investment in this area and although it will take a little time before the full effects are felt there are already signs of quickening activity.

The two key sectors in the Government's plans for expanding the economy are mining and fishing. In the former the aim is to double production by 1975. The target is an ambitious one and although the Government reached agreement some months ago with the United States-owned South Peru Copper Corporation to exploit the Cuajone copper mine at an estimated cost of US $400 million no other major contract has yet been signed. The expectation of unwelcome restrictions to be embodied in new mining regulations following on the tighter controls of the recent Mining Law as well as the Government's accelerated programme for the exploitation of existing concessions is making investors hesitant. In September the American Smelting and Refining Company declared themselves unable to meet the new timetable for developing the Michiquillay copper deposits and their concession has accordingly been cancelled. The State has declared its intention of developing Michiquillay itself. But the Government, through the Banco Minero, is encouraging the small and medium mining companies by granting loans for the purchase of equipment.

The fishing industry

In the fishing industry attention is now focusing on the possibilities of exploiting edible fish. Several studies have been carried out by FAO and other experts who have concluded that this hitherto neglected branch of the industry could, during the seventies, benefit the Peruvian economy in much the same way as fishmeal did in the sixties. The Ministry of Fishing, created earlier this year, is carrying out detailed studies in this sector. It has been estimated that apart from the continuing requirement for the renewal of 200-300 boats per annum for the present fishing fleet there could also be a demand over the next five years for 500-700 vessels of a different type for the new industry. Although the boats will be built by local yards a considerable proportion of the specialized equipment and fittings would be imported.

New harbour installations built by Geo Wimpey and Co. Ltd. at Ilo and inaugurated last May by General Meza Cuadra, Minister of Transport and Communications. The port will be used for the mineral output from the new copper refinery which is to be constructed at Ilo to process the copper production from Toquepala and Cuajone mines.

Future business with Peru

What of future business with Peru? In the past Britain has done good business in consumer durables and luxury goods but the market for these has shrunk with the prohibition on most luxury imports and the high duties on many remaining items. As more local industries are established the market for imported consumer goods is likely to shrink even further so that only a firm which is prepared to manufacture in partnership with a local firm or under licence is likely to be able to do business in Peru. The State corporations will play a much larger role than ever before and the signs are that the public sector will be the dominant partner in the new Peru and the private sector's share will diminish. There should be considerable scope for capital goods and equipment, particularly for the mining and fishing industries; but also for a wide range of secondary and import-substitution industries, and for food processing equipment; as well as the creation of manufacturing capacity for non-traditional exports.

Ambitious plans for industrial enterprises

The Ministry of Industry and Commerce have prepared an ambitious plan indicating some 150 industrial enterprises that they would like to see established by 1975, either under State control or as joint ventures with foreign or domestic private capital or as private enterprises. (Details of individual projects can be obtained from Export Intelligence Service of the Department of Trade and Industry.) The success of the Plan is dependent on the extent to which the Government is able to come to terms with potential foreign and domestic investors and on the outcome of the bargaining now in train among Peru's Andean Pact partners at whose wider market the Plan is primarily directed.

To sum up; there are good prospects in the public sector for major infrastructure projects such as ports, roads, etc., and in the mining and fishing industries and suppliers of capital equipment should find a good market. The private sector may continue to stagnate for some months and is unlikely in the foreseeable future to regain the dominant position it once held. The growth of the public sector could well be painful during the interim until it acquires the necessary skills to equip it for such a central role in business but such centralization could simplify the identification of business opportunities. These can best be spotted by a personal visit to the market during this period of change.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, *Lima.*

Mr. Davies speaks on government policy of 'disengagement'

SPEAKING AT the 25th anniversary dinner of the Industrial and Commercial Finance Corporation at the Mansion House on November 5, Mr. John Davies, Secretary of State for Trade and Industry, said: 'The ICFC story is one of continuing success. An important ingredient is its capacity to provide medium and long term finance for small companies without offering a perpetual threat of taking them over. At the same time it has been able to improve the management of the companies it assists without constant interference in day to day decisions.

Continuing, Mr. Davies said that the DTI in its various structural forms, had always worked closely with the ICFC and its subsidiaries. The regional organization, acting in an entrepreneurial capacity, often suggested to small and medium sized companies that they contacted the nearest ICFC branch for advice on financial, organizational or other difficulties. The Corporation had now established its reputation as a dynamic forward looking organization gearing its services to the changing needs of its customers among small and medium sized companies. Vigorous and independent institutions of this kind were precisely those which the present Government welcomed and wished to encourage. Their existence and progressive development were an essential part of the Government's industrial strategy, which was to place as much reliance as possible on the free working of the market and on the independent decisions of responsible management in industry, commerce and the institutions. 'We believe that this is the only way to achieve the efficiency and growth on which the prosperity of all of us in Britain depend,' said Mr. Davies. 'Last week we announced a range of new policies which illustrated our firm intention to proceed along this particular path. A number of our decisions have a particular relevance to the work of the ICFC, for instance the decision to abolish the Industrial Reorganization Corporation.'

'The trouble with the IRC is that it couldn't act the way it did without access to a very large source of funds. I have not met one really well-informed person who believed that it could play an effective part without recourse in the end to the leverage effect of large-scale finance. And there's the rub. £150 million already earmarked of which by far the greatest part already committed. £40 million per annum foreseen as necessary after next year. This simply means using public money in order to bring about changes of structure in industry which apparently others could not see profit in achieving.

'The funds, too, being not subject to the exigencies of monetary policy were made available in total contrast to the restrictions imposed on private financial institutions.

'Clearly, if to deprive the IRC of finance was to emasculate it, then the alternative to consider is to find private money to replace public money. Unfortunately there was no prospect that private money would be forthcoming – at least not on the scale considered necessary to sustain the activities of this corporation and to keep its executive together. I am perhaps permitted to point out the full measure of the difference between the body whose 25th birthday we are now celebrating and that whose demise next year we will witness.

'The disappearance of the IRC is one of the factors which poses new problems to the City of London. It is symptomatic of a more wide ranging change in the climate of relationship between government and the whole varied world of business enterprise whether that be continued as private manufacturing industry, the nationalized industries, farming, the financial institutions, the professions. I have characterized that change as one of "disengagement" but that term does not signify "disenchantment" or "disinterest".

'It has been suggested that the policy of disengagement signals the end of any form of partnership between Government and industry. But this is completely to misunderstand our objectives. What we intend to do is radically to change the basis of the partnership. We shall, as a Government, keep in close touch with industry and the City so that each is aware of the matters of concern to the other, and each may give the other advice and assistance from time to time where this is appropriate. This approach can only succeed if each participant respects the independence and authority of the other and does not seek to dictate terms to encroach upon the preserves of the other.'

Speaking of Britain's negotiations for EEC membership, Mr. Davies said this would be another powerful factor to provoke change. Nobody would escape some impact from such an eventuality and perhaps nobody would be more affected than those in the City. 'But I would like to ask you tonight whether the City of London has sufficiently modernized its structure and its facilities to meet the present day needs of industry?' he said. 'Is it fully ready to meet the increased responsibilities which will devolve upon it following the disengagement by Government from intervention in industry? And whether additionally it is geared to draw that great advantage which should be its due from our membership of the Common Market?

Dr. Antony Axford (left), chief executive of Ilford Ltd., welcomed Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, DTI, to Ilford recently. The meeting was part of a programme of visits Mr. Grant was making to industries in the South-east. Earlier this month Mr. Grant visited the South-west region.

'The City is justly proud of its experience and its history. It is also proud of its traditions and tends to preserve the traditional structure of relationships both within the City and between the City institutions and their industrial clients.

'I believe you should look more closely at what is now going on in Europe. There are many institutions, for instance, in France and Germany, which have now acquired most if not all the skills and expertise which you in the City of London have developed, but they have in some cases gone further. Not just by learning each other languages. They are prepared to acquire technical expertise to enable them to assess and advise on, proposals for new investments put to them by industry.

'They are learning to operate across their frontiers. They are increasingly prepared to exercise their powers to influence and, if necessary, effect changes in management of companies in which they have an interest.

'Some of the more enterprising institutions in the City have already taken steps down this road. The ICFC has shown itself, within its sphere, to be a progressive institution of the type I have in mind. The danger as I see it is that the traditionalists amongst you will look upon these more enterprising institutions as not quite proper, and the powerful effect this kind of collective atmosphere of disapproval can have in a closed community like that of the Square Mile can be damaged to the long term interests not only of the City itself, but to industry and to the country.

'The Industrial and Commercial Finance Corporation, whose 25th anniversary we are celebrating tonight, is a living illustration of that combination of flexibility and professional expertise which makes others envious of our institutions. Those involved in it have every reason for pride in its achievements. And I am confident that it will continue to grow and develop to meet the changing needs of the smaller companies.'

'Industry must make its own decisions'

—Sir John Eden

'WE MUST NOT take decisions for industry,' Sir John Eden, Minister for Industry, Department of Trade and Industry, told Cardiff Business Club on November 2. 'Of course we must keep close to industry, know what is goin on, but involvement does not mean takeover,' he said.

The Minister continued: 'The objective of this government is to recreate the conditions in which industry by itself can improve its economic and technological strength and competitiveness. This will not be done without the deliberate withdrawal by government from many of the activities in which it is now engaged.

'Inevitably this will be a gradual process. There is no question of any sudden cutting-adrift or letting-up. It is more a matter of subjecting every function of government to the twin test of whether it is in itself essential and if so, whether it could not as well be done outside government. The aim is to reverse the trend by which government power has been growing at the expense of industry.

'In practice, this disengagement will mean the steady diminution of constraint on profitability and, subject to any necessary safeguards against abuses of monopoly power, the restoration of return on capital as the proper measure of management performance.

'It cannot be too often emphasized that it is only through the growth of profitable industry that we shall be able to finance further advances in general living standards and in the provision of welfare, homes, schools, hospitals, communications and roads. Profitable industry is the spring from which flow all the resources on which depend the economic strength and well-being of our people.'

Nationalized industries

'This is true not just of private industry, but of all industry – whether publicly-owned or private. Because they have been nationalized some key industries now operate under rules and conditions different from the rest. In some respects – such as access to capital at preferential rates and the enormous influence of their monopoly power – they have special advantages; in others – such as constraint imposed by statute and by the fact of nationalization itself – they have disadvantages.

'Their position needs to be looked at afresh. Their relationship with government must be considered anew in the light of present day needs – in particular the need to contain costs, make a profit and make the best use of scarce capital resources. The aim must be to treat them less as instruments of government and more as major industrial enterprises whose efficiency has a marked affect on the economy as a whole.

'But before this can happen, the conditions under which they operate will have to be changed. If they are to be encouraged to become "more commercial" they must be required to compete on equal terms for a share of available resources, especially in order to finance the development of those activities which directly challenge private sector firms. And there must be some check on their further diversification.

'It is obvious that they cannot be given complete freedom to act as they choose. There will have to be some restraints if only to limit the undesirable growth of major blocs of economic power and to safeguard customers and competitors against the abuses of monopoly strength.

Avoiding irksome interference

'Some of the industries have already moved a long way from their basic or 'main-stream' function. This may not be a bad thing, but we ought at least to be aware of what is happening and the degree to which the public sector is being extended into areas for which it was never conceived.

'And we need to look at their sheer size and complexity. Anything from several hundred million to 5,000 million pounds of assets may be in the hands of one board – far more than in all but a few giants in the private sector. With so much at stake we must ensure that the scale and range of activity makes sense – that we are not asking too much of management in some of these industries.

'In other countries – notably Italy, Germany and Sweden – a variety of steps have already been taken, designed to remove the publicly-owned industries from the immediate political environment. In this country a way which makes industrial sense must be devised to spare the industries irksome interference while retaining the essentials of accountability, both to Parliament and to Government.

'Whatever view one may take of the direction that should be followed, there can be no doubt that now, nearly a quarter of a century after the first post-war acts of nationalization, the time has come to re-examine the position occupied by the public sector in our national economic nd industrial structure.'

EFTA Ministerial meetings

THE European Free Trade Association Council and the Joint Council of EFTA and Finland met at Ministerial level in Geneva on November 5 and 6 under the chairmanship of Mr. Kjell-Olof Feedt – Sweden's Minister of Commerce.

In a review of current activities, Ministers of the Association noted that EFTA's trade had continued to grow in the first half of the year and that further progress had been made towards the removal of non-tariff barriers to trade. They welcomed in particular, the signing of the convention on inspections of pharmaceutical manufacturing which should provide a stimulus to trade and which is open to the participation of other countries.

They expressed the hope that the convention would be ratified as soon as possible by all EFTA countries.

EFTA Ministers . . . had a full discussion of the prospects of achieving wider European integration. They expresed their satisfaction with the progress achieved so far in the negotiations between the three EFTA countries which had applied for membership and the European communities and with the fact all the other EFTA countries would start their discussions in Brussels this month.

Ministers welcomed the fact that following the opening of negotiations for accession on June 30, 1970, the Chairman of the Council of Ministers of the European communities stated that the Community considered it desirable that agreement with the various EFTA countries should come into force at the same time. This indeed corresponded with the conviction of EFTA recorded in their last communique, the full terms of which they re-affirmed. Ministers emphasized their strong interest in safe guarding, as an important part of an enlarged European community, the free trade already established between EFTA countries. They declared that they would continue to work towards this end.

Ministers noted that with the starting of negotiations and discussions between all EFTA countries and the communities the procedure of which they had already agreed for a continuos exchange of information and for consultation would come fully into effect.

Ministers have repeatedly stressed their determination to do all they can in GATT and elsewhere to ensure that the momentum of world trade liberalization should be maintained.

At their present meeting they expressed their concern regarding recent developments that would lead to the introduction of new restrictions on trade.

They emphasized the importance for the world economy of liberal trade policies which have played, and still play, a future role in assuring economic growth in all parts of the world.

Ministers continued to give their full support to the work being done in GATT in this context.

They also noted with satisfaction the results recently achieved on the establishment of a generalized scheme of preferences for the benefit of the developing countries and emphasized the necessity of settling at an early date the points that are still open.

They expressed their determination to undertake the necessary steps for the early implementation of the scheme.

On the invitation of the Government of Iceland, the next ordinary meeting of the Council at Ministerial level will be held in Reykjavik on May 12 and 13, 1971.

Appointment of Assistant Official Receiver

MR. ALAN KEITH SALES has been appointed an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Canterbury, Maidstone and Rochester with effect from November 2,1970, in succession to Mr. M. Clark who was recently appointed Official Receiver, St. Annes-on-Sea.

INDEX OF REGULAR STATISTICS

When did the Trade and Industry last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

'A completely new pattern for the Government'

The Prime Minister

'WE HAVE ESTABLISHED a completely new pattern for the Government of this country', said Mr. Edward Heath, the Prime Minister, speaking at the annual conference of the Institute of Directors, London, on November 5. Mr. Heath said that rarely, if ever, in British history had there been a period of such concentrated change. The machinery of government had been changed and means provided for improving the quality of the decisions reached by the Cabinet and throughout Whitehall.

'Already we have ended the existence of several State Boards and Commissions and the casualty list is by no means complete,' the Prime Minister said. 'Some of these bodies were set up for purposes with which we do not agree. Others were established for purposes which were admirable but which in our view need not be carried out by the State at the expense of the taxpayer.

'We have acted to cut government expenditure and to reduce the burden of taxation which falls on the individual and on the firm. This in itself is a landmark in the recent history of Britain.

'We have acted to reform and bring up to date our inadequate system of industrial relations. We have set a new course in social policy with our arrangements for supplementing family incomes and for reorganizing the whole basis of the housing subsidies. In both instances our aim has been to find quick and effective means of concentrating effective help on those whose need is greatest.

Stressing that the final objective was not to impose or dictate, the Prime Minister said that the Government had acted on the belief that within this country there were reserves of skill and energy which would only be used to the full if a new and up-to-date framework for society was created. Such a framework was now being provided. It would be up to the individual to make good use of the extended freedom and of the opportunities available. World leaders had for years expounded the need for incentives as the key to better performances. The incentives were on their way and the challenge to the business community, was clear and inescapable.

Mr. Heath said that the continuing growth of public expenditure weakened industry in two distinct ways. The level of expenditure that had been reached required for its financing a tax burden that blunted enterprise and initiative. More and more activities were being financed by Government rather than from private, commercial or industrial sources. This not only weakened the effects of competition, as companies in difficulties found it increasingly possible to be bailed out by Government agencies. It also tended to undermine the strength, flexibility and judgment of the banks and City institutions whose functions the State financed bodies were in danger of usurping.

'We have announced our decision to wind up the Industrial Reorganization Corporation,' the Prime Minister continued 'and to repeal the general provisions of the Industrial Expansion Act. Many industrialists, perhaps some of you today, looked on these activities with an amost indulgent eye. They provided after all a possible source of additional finance, and the IRC did have a capable and experienced staff and Board. But the philosophy on which the measures were based was unsound for those weakening effects I have just mentioned. We are putting the responsibility for the financing of companies and the promotion of changes in industrial structure firmly back to the market, where it belongs.

'We have made it clear that the Government will seek to intervene in or influence the decisions of industrial management to a much smaller extent in the future. This is an integral part of our philosophy of greater freedom and responsibility and less Government intervention.

'What it does mean is that the Government wil take those decisions which are proper to it – whether in introducing legislation or policies as part of our overall strategy for managing the economy, or in purchasing goods or services from industry – in such a way that efficiency and enterprise in industry is encouraged.

'But we shall not get efficiency in the nationalized industries if they have confused and changing objectives or if they are subject to continuing intervention on matters of day to day management. We must establish clearly the framework in which they operate, give them clear objectives and see that there are proper arrangements for holding management to account.'

Mr. Heath declared there were three areas where the Government had a right and a duty to concern itself with the framework in which industry operated: these were regional policy, industrial relations and overseas trade.

A thoroughgoing review of regional policy had been initiated: investment grants had been replaced by more cost-effective measures to attract viable and prosperous firms to development areas. In the field of industrial relations, the Consultative Document which the Government published a month ago established the fundamental principle that both sides had equal rights and obligations in the proper conduct of industrial relations. Speaking of overseas trade, Mr. Heath said: 'The most immediate issue is our application to join the European Economic Community; we are currently engaged in negotiations which are beginning to move and if we and the other candidate countries are successful in negotiating entry into Europe on the right terms, this will profoundly affect not only the outlook for British industry, but that for European industry as a whole. We are now embarking on a new phase of the negotiations and we and the Community hope that the major issues will have been presented by the end of the year. Certainly we must maintain the momentum of the negotiations and I believe there is a sincere wish on both sides to have agreement in sight on the major topic by next summer.

'There will be nothing cosy or comfortable about this change in climate for industry. It is a hard discipline to take your own decisions and to face their consequences. But this is a challenge which British firms must meet if our country is to prosper in the 1970s. I wish you personally and your firms every success in your endeavours.

'There is nothing divisive in a society where the able and energetic are encouraged to succeed, and where the community ensures that part of the fruits of their success go to give effective help to those who stand in real need. This is the philosophy which inspires the changes which we have made. It will inspire our actions in the future. Upon its success will depend the future of this country, and its people, not simply during the next five years but for decades to come.

'I am convinced in my own mind that this is the only concept on which we can found a happy and united nation.'

Foreign visitors to Britain in September

THIS YEAR'S SPLENDID record of foreign visitors was well maintained to the end of the main tourist season in September. In the nine months to September, 3.8 million foreign visitors came, as many as in the whole of 1969, and 18 per cent more than in the first nine months of 1969. This period usually accounts for over 80 per cent of the year's arrivals.

In September itself, there were 447,000 foreign visitors, 23 per cent more than in September last year. After seasonal adjustments, the number of arrivals was at a level which has been exceeded only once before (in March this year).

The numbers from both Western Europe and the United States stayed at a very high level. And once again there were many more visitors than formerly from Japan and Latin America.

'Trade inquiry offices of overseas countries'

THE 1970 EDITION of *London Trade Inquiry Offices of Overseas Countries* has now been issued. This booklet is a directory of offices in London from which information about trade with specific overseas countries may be obtained.

Copies are available free on application to: Department of Trade and Industry Central Library, 1 Victoria Street, London, S.W.1.

London Chamber forum on simpler export paperwork

THE LONDON CHAMBER of Commerce announce that the demand for places at their Forum on Simpler Export Paperwork in October was so great that the event will be repeated at the Central Electricity Generating Board, Sudbury House, 15 Newgate Street, London, E.C.1, on December 10.

The conference is organized by the London Chamber in conjunction with Chambers of Commerce in the south-east region and with SITPRO (United Kingdom Board for the Simplification of International Trade Procedures).

The proceedings include discussion and demonstration of the machines which facilitate the alignment of export documents and exporters interested should apply for further information from LCC Forum, London Chamber of Commerce, 69 Cannon Street, London, EC4N 5AB (Tel. 01-248 4444, Ext. 302). The tickets for the event are £2 2s. 0d. each.

United Kingdom protective import duties

An order laid before Parliament on November 4, implements on January 1, 1971 the third instalment of the reductions in import duties undertaken by the United Kingdom in the Kennedy Round of international tariff negotiations. It also continues the process of simplifying the tariff by amalgamating a number of sub-headings where differences between the duties have disappeared. The Order indicates the decimal currency equivalents – effective from February 15, 1971 – of specific duty rates. In one Chapter (Chapter 44) metric units have been introduced.

The Order (the Import Duties (General) (No. 7) Order 1970, SI 1970 No. 1522) consolidates the Import Duties (General) (No. 3) Order 1969 and various instruments amending that Order.

Copies of the Order will be available from HMSO, price £1 15s. (£1.75p). The rates of import duty to apply from January 1, 1971 are also shown in the Customs and Excise Tariff and Overseas Trade Classification, which is being published in December.

Notes:

The Kennedy Round

The results of the Kennedy Round of Trade Negotiations which took place in Geneva from May 1964 to June 1967 are summarized in White Paper (Cmnd. 3347) which was published on July 12, 1967. The full list of tariff concessions agreed by the United Kingdom is contained in Schedule XIX to the Geneva (1967) Protocol to the General Agreement on Tariffs and Trade and published in Volume II of the Legal Instruments embodying the results of the 1964-1967 Trade Conference.

The Import Duties (General) (No. 4) Order 1968, implemented the first stage of the United Kingdom's concessions by reducing the full rate of duty (and, where applicable, the Commonwealth preferential rate) on a very wide range of industrial goods and on some agricultural goods with effect from July 1, 1968.

The second stage of these concessions was implemented on January 1, 1970 by the Import Duties (General) (No. 3) Order 1969 and the present Order implements the third stage in accordance with the timetable for reductions set out in the Protocol.

Simplification in the Tariff

The Order amalgamates, consequential upon the Kennedy Round undertakings, certain tariff sub-headings, thus effecting a degree of simplification in the tariff. The following is an example:

> The existing sub-headings 73.32(A)(1)(a) and (b), (A)(2)(a) and (b), (A)(3)(a) and (b), (A)(4)(a) and (b), 73.32(B) and 73.32(C) which are currently 13 per cent or 15 per cent *ad valorem* will be eliminated at January 1, 1971 and a single rate for 12.5 per cent will apply to the whole heading.

The changeover to decimal currency

To provide for the changeover to decimal currency on February 15, 1971, the decimal equivalents of £sd amounts (other than whole number of pounds) have been shown in square brackets in the Order.

The decimalized amounts are the exact equivalents of the £sd amounts and have been expressed for four decimal places of a pound. Duty rates which would not convert exactly to an amount in decimal currency have been marginally reduced to the nearest lesser £sd amount which will be suitable and convenient, e.g. 2s. 2d. per lb. becomes 2s. 1.92d. [£0.1080] per lb. The area of change has, however, been minimized by occasionally changing the unit of quantity used for charging duty, e.g. ¾d. per lb. becomes 7s. [£0.3500] per cwt. The marginally reduced £sd rates will come into operation on January 1, 1971 to avoid the need for making a further Order to come into operation on D day, and to facilitate the integration of tariff data and trade statistics.

Metrication

In one Chapter (Chapter 44) – Wood and Articles of Wood – metric units have been introduced into certain descriptions, and into one rate of duty, following the adoption of metric units in the industries concerned.

Further metrication changes will be made in the tariff, in due course, under existing statutory powers, on the initiative of United Kingdom industry and after consultation with interested parties.

Applications for temporary exemption from import duty

The Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below stating whether their names may be passed on to the applicants for temporary exemption. Representations should be received by November 25.

Tariff Heading	Proposed definition for Tariff purposes	Applied for as	Exemption required until	Reference
29.02	1, 2, 3, 4-Tetrachlorobenzene	As in previous column	December 31, 1971	13533
29.14	*n*-Butyl chloroformate	As in previous column	December 31, 1971	13529
	Cyclohexyl chloroformate	As in previous column	December 31, 1971	13525
	2-Ethylhexyl chloroformate	As in previous column	December 31, 1971	13527
	Nickel formate	As in previous column	December 31, 1971	6814
29.15	Diethyl oxalate	As in previous column	December 31, 1971	13532
29.23	Ketamine hydrochloride	As in previous column	December 31, 1971	13531
29.34	3-Mercaptopropyl trimethoxysilane	Gamma mercapto propyl trimethoxy silane (A189 Silane)	December 31, 1971	13514
29.35	Glycylglycine	As in previous column	December 31, 1971	11433
73.15	Alloy steel coils for re-rolling, which contain not less than 14% nor more than 18% by weight of chromium as the major alloying element, and not more than 0·5% by weight of nickel, and having a width exceeding 500 millimetres but not more than 1,372 millimetres, and a thickness of not less than 3 millimetres nor more than 6 millimetres	Stainless hot band	December 31, 1971	17226

Import quotas for butter 1970/71

In order to overcome a temporary supply difficulty on the United Kingdom market the import of an additional amount of 5,000 tons of butter is being authorized from established near-at-hand supplying countries with butter available for early delivery. Individual allocations are as follows:

	Tons
Belgium	50
Bulgaria	100
Finland	750
France	300
Hungary	100
Irish Republic	2,000
Netherlands	800
Poland	700
Rumania	200

These supplies will replace shortfalls from some countries which do not expect to fulfil their existing quotas. They do not constitute an increase in imports over the total amount fixed for the current quota year.

A Notice to Importers will be issued shortly.

Notes:

The total imports of straight butter initially allocated for the year April 1, 1970-March 31, 1971, was 425,000 tons.

Allocations are made on a country basis. Countries receiving quota allocations for 1970/71 were: Argentina, Australia, Austria, Belgium, Bulgaria, Denmark, Finland, France, Hungary, Irish Republic, Kenya, Netherlands, New Zealand, Norway, Poland, Rumania, South Africa, Sweden, Uruguay.

Anti-dumping duty on French new potatoes

THE DEPARTMENT of Trade and Industry has completed its investigation into the application for the imposition of an anti-dumping duty on new potatoes imported from France.

The Department has concluded that new potatoes were imported from France at dumped prices and that the margin of dumping was in excess of the provisional charge to duty of 10s. 0d. per cwt imposed on June 24, 1970, pending the result of a full investigation of the application. The Department is also satisfied that the dumping has caused material injury to the United Kingdom producers of early potatoes.

The Department has, therefore, made an Order (The Anti-Dumping Duty (No. 4) Order 1970) which imposes an anti-dumping duty of 10s. 0d. per cwt on imports of French new potatoes during the period June 24-30 inclusive, after which date such imports were prohibited under The Importation of Potatoes (Health) (Great Britain) Order 1964 (SI 1964, No. 409) as amended.

Copies of the Anti-Dumping Duty (No. 4) Order 1970 – SI 1970, No. 1641 – are available from HMSO, 49 High Holborn, London, W.C.1 (price 7d.) or by post from HMSO, PO Box 569, London, S.E.1 (price 11d.).

Notes:

The provisional charge to duty was imposed on June 24 for a period of three months by SI 1970, No. 920. It was extended for a further period of three months by SI 1970, No. 1384.

A provisional charge is not a duty as such; but security, normally by cash deposit, was required by HM Customs for the payment of any restrospective duty imposed as a result of a full investigation of the case.

The anti-dumping duty now imposed covers the period June 24-30 inclusive. It cannot be made retrospective to a date before June 24 (the date on which the provisional charge was imposed), nor can it be more than the 10s. 0d. per cwt imposed by the provisional charge.

The anti-dumping duty is operative only up to June 30 as, after that date, the importation of French new potatoes is prohibited under plant health regulations.

Statistics users' conference

THE FIRST United Kingdom conference to bring together representatives from business, central and local government and the academic world specifically to discuss the problems of those who provide and use business, economic and financial statistics was held on October 28 in the rooms of the Royal Society.

The conference was modelled on the lines of the Federal Statistics Users' Conference in the United States, which serves as a standing forum for the ventilation of issues of broad general interest to those concerned with national statistics. It was sponsored by the Social Science Research Council at the request of a joint committee of representatives of the Central Statistical Office, the Confederation of British Industry, the National Economic Development Office, the Royal Statistical Society and the SSRC itself.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-Matter
	October 16, 1970	
1,092,221	Standard Telephones and Cables Ltd.	Optical filters
1,092,224	Standard Telephones and Cables Ltd.	Semiconductor circuit arrangements
1,096,909	Standard Telephones and Cables Ltd.	An infra-red photo-detector
1,122,959	Standard Telephones and Cables Ltd.	Relaxation pulse generators
1,131,641	Standard Telephones and Cables Ltd.	High pressure test cells
1,135,684	Standard Telephones and Cables Ltd.	Analogue-to-digital converters
1,148,115	Standard Telephones and Cables Ltd.	Acousto-electrical arrangement
1,115,364	Standard Telephones and Cables Ltd.	A magnetic powder moulding composition
1,192,899	Standard Telephones and Cables Ltd.	Epoxide resin seals
1,081,350	Standard Telephones and Cables Ltd.	Epoxide resin seals
	October 19, 1970	
1,168,485	Chemokomplex Vegyipari Gep-es Berendezes Export	A process for the continuous preparation of zinc, lead and chrome pigments
1,109,027	Maxwell Cunningham Geikie	A combined toilet and washing apparatus
1,052,135	Standard Telephones and Cables Ltd.	Semiconductor devices
1,092,320	Standard Telephones and Cables Ltd.	Microwave generators
1,079,022	Standard Telephones and Cables Ltd.	Semiconductor devices
1,152,230	Standard Telephones and Cables Ltd.	Supporting means for electromagnetic recording head
	October 20, 1970	
985,231	Regie Nationale des Usines Renault	Freewheel mechanisms
990,923	Regie Nationale des Usines Renault	Change-speed transmission mechanism, notably for vehicles
1,028,964	Regie Nationale des Usines Renault	Devices for controlling electro-magnetic clutches of motor vehicles
1,049,924	Regie Nationale des Usines Renault	Control arrangements for interrelating engine speed control and operation of change speed gearing
1,059,708	Regie Nationale des Usines Renault	Vehicle bodies
1,087,471	Regie Nationale des Usines Renault	Sealing arrangements for vehicle doors and like displaceable panels
1,171,392	Regie Nationale des Usines Renault	Steering gear for vehicles
1,191,654	Glaverbel	Method and apparatus for applying liquids to surfaces
1,192,763	Glaverbel	Soldering method and apparatus
	October 21, 1970	
1,117,386	John Norton Haigh Skerrett	Replaceable shoe for attachment to the lower end corner members of earth moving blades and hatch declared
	October 22, 1970	
950,007	Agfa Aktiengesellschaft of Leverkusen-Bayerwerk	Printing formes and a process for their production by silver salt diffusion procedure
969,172	Agfa Aktieflgesellschaft of Leverkusen-Bayerwerk	A process for the production of printing formes
1,062,775	Pierre Grospas	Drive device for percussion devices such as pile drivers, hammers and drills for earth boring
1,072,685	Nobel-Bozel	Light sensitive coating for pre-sensitized plates intended for off-set printing and for engraved wiring of printed circuits
1,105,069	The Marley Tile Co. Ltd.	Gutters for roofs
	October 23, 1970	
978,809	Raymond Kromrey	Electrical rotating machines
1,020,505	Gevaert Photo-Production N.V.	Development of electrostatic charge patterns
1,060,364	Societe D' Etudes Et De Developpement Des Industries Modernes	Hydrodynamic bearings
1,126,227	Robert Eugene Saint Andre	Devices for the filtration of liquids
1,162,014	Andre Charles Arthur Henri Georges Vanlandschoote	Concrete foundation piles

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller

The Patent Office

Robert Hough

WASTE PAPERS · ALL TEXTILE WASTES
RAGS · ROPES · JUTE · FLAX · HEMP
SISAL · MANILA · COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: 01-987 5632/5
Telex No.: 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL · MARLOW · BUCKS · Tel: MARLOW 4488

RH
ESTABLISHED
1860

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

Patterns of equipment approved under Weights and Measures Act, 1963

PARTICULARS OF THE FOLLOWING patterns of equipment, certified by the Board of Trade (now part of the Department of Trade and Industry) under Section 12 of the Weights and Measures Act, 1963, have been published during the three months ending October 31, 1970.

Notice of Examination of Pattern Number	Description	Submitted by	HMSO Reference	Price
1502	Person weighing machine	Berkel Auto Scale Co. Ltd.	SBN 11 510355 4	2s. 0d. [10p] net

Copies of the above Notice can be obtained from Government bookshops or through any bookseller.

During the same period the Board of Trade published details of authorized modifications of the following certified patterns:

Notice of Examination of Pattern Number	Description	Board of Trade Reference
344	Semi-self-indicating machine for factory use of 112 lb. capacity	WM 238
421	Semi-self-indicating scale of 45 lb. capacity	WM 238
455	Semi-self-indicating counter machine of 20 lb. capacity	WM 238
893	Common measure for the measurement of sand and ballast	WM 241
948	Platform weighing machine of 20 cwt. capacity	WM 238
999	Semi-automatic weighing machine of 112 lb. capacity	WM 238
1022	Spirit measuring tap of ¼ grill capacity	WM 241
1053	Self-indicating and price-computing counter machine of 10 lb. capqcity	WM 238
1079	Semi-self-indicating and price computing machine of 20 lb. capacity	WM 238
1084	Semi-self-indicating and price-computing counter machine of 20 lb. capacity	WM 238
1139	Semi-self-indicating and price-computing counter machine of 10 lb. capacity	WM 239
1218	Semi-self-indicating and price-computing counter machine of 14 lb. capacity	WM 238
1226	Liquid flowmeter of 20 gallons capacity for the measurement of petrol and other liquids of low viscosity	WM 239
1244	Liquid flowmeter of 999½ gallons capacity for the measurement of petrol and other liquids of low viscosity	WM 239
1256	Steelyard platform machine of 5 cwt. capacity	WM 240
1267	Can filling machine of 1 quart capacity for the measurement of lubricating oil and other liquids of high viscosity	WM 238
1277	Suspended weighing machine of 2 tons capacity	WM 241
1284	Liquid meter	WM 238
1304	Automatic weighing machine of 140 lb. capacity designed for filling valve type paper sacks	WM 240
1324 1324	Liquid flowmeter of 99½ gallons capacity for the measurement of petrol and other liquids of low viscosity	WM 238 WM 239
1328	Liquid flowmeter of 99½ gallons capacity used for the measurement of petrol and other liquids of low viscosity	WM 238
1337	Battery of liquid measuring instruments of 1 gallon capacity fitted with a thermal compensating device used for the measurement of lubricating oil and other liquids of high viscosity	WM 238
1342	Liquid flowmeter of 9½ gallons capacity for the measurement of petrol and other liquids of low viscosity	WM 239
1386	Liquid flowmeter of 999½ gallons capacity for the measurement of petrol and other liquids of low viscosity	WM 239
1390 1390	Automatic weighing machine of 1,500 lb. capacity	WM 240 WM 241
1399	Automatic weighing machine of 2,500 lb. capacity	WM 238
1413 1413	Liquid flowmeter incorporating price-computing and remote indicating mechanisms	WM 239 WM 240
1414	Liquid flowmeter incorporating price-computing and remote indicating mechanisms	WM 239
1423	Automatic weighing machine of 1,000 lb. capacity	WM 240
1451	Self-indicating weighbridge of 31 ton capacity	WM 241
1478 1478	Liquid flowmeter with price computing mechanism for the measurement of petrol and other liquids of low viscosity	WM 239 WM 240
1479	Automatic weighing machine	WM 240
1490	Automatic weighing and totalizing machine	WM 238
1499	Liquid measuring instrument for beer or cider	WM 239

Copies of WM 238-241 can be obtained from the Controller, Standards, Weights and Measures Division, 26 Chapter Street, London, S.W.1.

'The International System of Units'

A 52-PAGE BOOKLET (HMSO (price 12s. (60p) net) 'The International System of Units', was published on November 5. It is an authorized translation prepared jointly by the National Bureau of Standards, United States and the National Physical Laboratory, of an official publication in the French language of the International Bureau of Weights and Measures.

The parent body of this International Bureau, the General Conference of Weights and Measures, is the organization through which the 40 signatories of the International Metre Convention settle matters concerning the units of measurement of the metric system.

The booklet contains, among other information, definitions of the seven base units which form the starting point for the units of the International System (SI). It lists the names and symbols of the more important derived units, and it reproduces in an appendix the relevant decisions, declarations and pronouncements of the General Conference of Weights and Measures and of its International Committee.

This translation is intended for use by the authorities responsible for the introduction of the International System of Units in their respective countries, by the technical organizations who will be implementing governmental decisions, and by all who will have to teach, or advise on the teaching of, the system in schools, technical colleges and universities.

Note:

The use of metric units has been legal in the United Kingdom since 1897. The United Kingdom has been a signatory to the Metric Convention since 1884.

New issues of decimal conversion tables

'NEW MONEY conversions', a new issue of the official Shoppers' table, from the Decimal Currency Board was published on November 5, by HMSO. 'New money conversions' (SBN 11 700506 1, 11 in. by 7¼ in., price 3s. for 10) is designed as a handy-sized table to help retailers reprice their goods, and to be displayed on cash registers and shop counters, where space is restricted. It is a replica of the table which appears in the booklet 'Your guide to decimal money', which will be distributed to every household in Britain in January.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD, or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

CATAALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers:

Additions

John Carrington & Company Limited, Halifax House, 30 High Street, Tunbridge Wells, Kent

Cristina Securities Limited, Broad Street House, 54 Old Broad Street, London, E.C.2

Hawtin & Partners Limited, 16 Golden Square, London, W1R 3AG

Portfolio Management Scotland Limited, 31 Gresham Street, London, E.C.2

Changes of Address

C. W. Capital Limited, 84 Chiswell Street, London, EC1Y 4TN

Ord Minnett T. J. Thompson & Partners Limited, Third Floor, 98-106 Cannon Street, London, E.C.4

Exempted Dealers

Additions

The Australian and New Zealand Banking Group Limited, 71 Cornhill, London, E.C.3

Montreal Trust Company, 129 Park Lane, London, W.1

Williams & Glyn's Bank Limited, 20 Birchin Lane, London, E.C.3

Deletions

The individual partners in the firm of N. M. Rothschild & Sons with the exception of N. M. Rothschild & Company Limited which has changed its name to N. M. Rothschild & Sons Limited and taken over the business of the partnership.

Change of Address

General Reversionary & Investment Company, 15 St. James's Square, London, S.W.1

AUTHORIZED UNIT TRUST SCHEMES

THE FOLLOWING amendments have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1970 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
First National Equities Limited, City Wall House, Finsbury Pavement, London, E.C.2	First National Growth Units	The Royal Bank of Scotland, London Trustee Company, 49 Charing Cross, London, S.W.1
The Mutual Unit Trust Managers Limited, 4 Tokenhouse Buildings, Kings Arms Yard, London, E.C.2	The Mutual High Yield Unit Trust	The Governor and Company of the Bank of Scotland, PO Box No. 5, Edinburgh 1
Cabot Unit Trust Management Company Limited, c/o B. S. Stock Son & Co., The Bristol & West Building, Broad Quay, Bristol, BS1 4DD	Cabot Unit Trust	Williams & Glyn's Bank Limited, 20 Birchin Lane. London, E.C.3
Piccadilly Unit Trust Managers Limited, 1 Love Lane, London, E.C.2	Piccadilly Extra Income Unit Trust	The Royal Bank of Canada Trust Corporation Limited, 30-32 Ludgate Hill, London, EC4M 7ND
Lloyds Bank Unit Trust Managers Limited, 71 Lombard Street London E.C.3	Lloyds Bank Third Unit Trust	Alliance Assurance Company Limited. Bartholomew Lane, London, E.C.2
Hambros Unit Trust Managers Limited, 55 Bishopsgate, London, E.C.2	Hambros Venture Fund	Royal Exchange Assurance, Royal Exchange, London, London, E.C.3
Jascot Securities Limited, 21 Young Street, Edinburgh	Jascot Sector Leaders Fund	The Royal Bank of Scotland, Limited, PO Box 51, St. Andrews Square, Edinburgh
Henderson Gross Fund Management Limited, 28 Austin Friars, London, EC2N 2ED	Henderson Gross Fund	The Commercial Union Assurance Company Limited, St. Helens, 1 Undershaft, London, E.C.3
Ionian Unit Trust Management Limited, 64 Coleman Street, London, E.C.2	Ionian Growth Fund	Midland Bank Executor and Trustee Company Limited, 27-32 Poultry, London, E.C.2

Changes

The name of Fordham Growth Fund has been changed to E. P. Growth Fund.

The Trustee of the following schemes has been changed from Barclays Bank Trust Company Limited to Midland Bank Executor and Trustee Company Limited:

First Investors and Savers Capital Fund
First Investors and Savers Enterprise Fund
First Investors and Savers Income Fund
First Investors and Savers Exempt Fund for Charities
First Investors and Savers Exempt Fund for Pension Schemes

(Continued at foot of next column)

British Commercial Representatives Overseas

THE LIST of British Commercial Representatives Overseas, as published in the *Board of Trade Journal* of October 7, 1970, should be amended as follows:

FIJI – amend address to: British High Commission (GPO Box 1355), Civi Centre, SUVA (Tel. 23014).

ITALY – Bari: amend to read: Mr. M. W. P. Cronly-Dillon, M.B.E., British Trade Representative, Via, F.11i Rosselli 38, I 70126, Bari. (Tel. 334.117).

SAUDI ARABIA – amend address to: British Embassy, New Attar Building, Sharia Abdul, Aziz.

SOUTHERN YEMEN – amend address to: British Embassy, Ho Chi Minh Street, Aden.

Selling consumer goods to West Germany

'SELLING CONSUMER Goods to West Germany' is the title of a new book produced by BNEC Export Council for Europe. It lists every important outlet in the Federal Republic with particular reference to the powerful department store groups and chains. For these latter, size of capital, amount of turnover and range of merchandise are given together with the basis for quotations and addresses to which offers should be sent. Central purchasing organizations are also listed.

There are chapters, with clear and brief statistical tables, dealing with the kind of trade taken by specialist shops, department stores, mail order houses; the rapid growth of cash and carry discount houses; the expansion of food turnover in large stores and so on.

The book is designed to help both the British manufacturer already established in the market, and those who wish to begin selling to Germany. It stresses the vital importance of such basic details as writing letters in German, whether it is known that the buyer speaks English or not; quotations in DMs and in metric.

Much of the information was supplied by British Commercial posts in West Germany. West Germany is Britain's second most valuable overseas market, and in 1969 bought from Britain manufactures worth £366.5 million of which consumer goods accounted for £67 million. 'Selling Consumer Goods to West Germany' is a practical guide to this tough but rewarding market. It will be particularly useful in the context of the British Trade Week in Hamburg, September 18-25, 1971.

Copies of the book are obtainable from BNEC, 6-14 Dean Farrar Street, London, S.W.1, price £1 or 22s. packing and postage paid.

Training foreign store buyers to buy British

A NEW SERIES of training courses in London for young store buyers from continental Europe has been announced by BNEC Export Council for Europe. There will be at least three in 1971, and probably four in 1972. Merchandise groups covered will include furniture, carpets, food, pottery and glassware. This follows the success of the first experimental group of four courses. The last of these ended October 30 and was for buyers in men's and women's fashionwear, knitwear and lingerie. Ten 'students' attended this course; four girls and eight men; they came from Belgium, Denmark, Finland, Netherlands, Norway, Spain, Sweden, Switzerland and West Germany. Famous stores represented included C. & A. Brenninkmeyer of Dusseldorf, Galerias Preciados of Madrid, Sarma Nopri of Belgium, Rheinbrucke of Basle.

The training programme, which lasted two weeks (October 18-November 1) was arranged by BNEC Export Council for Europe in conjunction with the College for the Distributive Trades. It included the London Fashion Week trade shows, not forgetting the Kings Road Club at Chelsea Town Hall, also visits to retail shops ranging from Selfridges and Harrods to Biba's and Take Six.

BNEC say that the relevance of these courses to Britain's export trade is that high calibre young buyers ear-marked for promotion – such as all these students – will in the near future probably have control of budgets running into hundreds of thousands of pounds sterling annually.

First Investors and Savers Competitive Capital Fund

By virtue of the Williams & Glyn's Bank Act 1970 all Trustees shown as Glyn Mills & Co., or Williams Deacon's Bank Limited should now appear as Williams & Glyn's Bank Limited, 20 Birchin Lane, London E.C.3.

Aviation and Shipping

Mr. Grant speaks on measures to combat oil pollution

SPEAKING ON NOVEMBER 2 at the opening of the NATO Colloquium on Oil Spillage held in Brussels, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, DTI, said: 'The Government of the United Kingdom is glad to take the opportunity of this colloquium to reaffirm its policy in seeking to eliminate pollution by oil at sea. The elimination of pollution generally is among the first objectives of my Government and elimination of pollution by oil at sea is high in its priorities for action. Only on Friday of last week it was my duty to introduce into the Houses of Parliament legislation to give effect to amendments to the Convention on Oil Pollution at Sea agreed in 1969. This measure was welcomed on all sides of the House, and I would anticipate this becoming law in the United Kingdom in the near future. The elimination of oil pollution is a matter which commands universal support in the United Kingdom.

'I have had the greatest encouragement in hearing from Secretary Volpe the extent of the support from the United States Government for the policies which successive United Kingdom Governments have initiated and pursued for a number of years past. We welcome and endorse the objective of the discontinuance of international discharge of oil and oil wastes by tankers and other vessels. Indeed this is an objective to which my Government and many other governments here are already committed by a resolution adopted by the international Conference in 1962.

'We in the United Kingdom are constantly reminded of the urgency of this problem and we cannot afford delay in seeking solutions. We have just now very close to our shores a very real reminder of the immediacy of the problem, in the shape of the tanker 'Pacific Glory' off the Isle of Wight.

Practical problems of oil pollution

'This colloquium gives us an opportunity of defining objectives and setting targets. This is a necessary part of the task. But we must go beyond this and must get down to the nuts and bolts of dealing with the practical problems of oil pollution. This colloquium recognizes the practical nature of the problems and the United Kingdom is taking full advantage of the opportunity provided for the exchange of specialist information and expertise during the presentation and discussions of papers tomorrow and later this week. These practical problems can best be dealt with through the existing international agencies having responsibilities in this field. The spillage of oil at sea is a problem arising out of the operation of ships and, over most of the area with which we are concerned today, the forum is the Inter-Governmental Maritime Consultative Organization. IMCO has proved a valuable instrument for dealing with this problem and is currently dealing with many of the issues which concern us. The contribution this meeting can make is to ensure that the Governments represented here have determined to give their support and put their energy into the work of IMCO and the other international agencies involved.

'We all recognize that other Governments not represented here have an equal part to play with us in achieving our objectives and we recognize that only a broad international approach can, over a large part of the area, secure the practical results we need. The exchange of ideas here is valuable but we do not think it desirable to set up any additional continuing organization which might detract from the efforts which Governments are putting into the solution of our problems through the existing channels.

'I would like to identify a number of issues on which Governments can take early and practical action:

"(1) The most important immediate step to eliminate deliberate discharges of oil is the implementation of the amendments to the International Oil Pollution Convention agreed upon in 1969. As I have already mentioned, the Government of the United Kingdom has already introduced legislation giving effect to the provisions of the amended Convention without waiting for the amendments to take effect internationally after formal acceptance by two-thirds of the signatory Governments.

"(2) Following the adoption of the amended Convention we must make sure that its provisions are rigorously enforced. This will induce tanker operators universally to adopt the load-on-top procedure or an equivalent procedure and put a stop to the routine dumping of tank washings into the oceans. This will need a determined enforcement drive and we have already put proposals to the appropriate committee of IMCO for international co-operation for this purpose. I should seek the support of my colleagues here in introducing practical arrangements which will make it unprofitable for tanker operators to evade the requirements of the Convention.

"(3) Another important step would be the implementation of the two Brussels Conventions of 1969 relating to intervention on the high seas and liability for oil pollution damage. It is the intention of my Govennent to ratify the public law convention very shortly and to introduce legislation this session to ratify the private law convention. There has been discussion in IMCO about a supplementary compensation fund for oil pollution damage but we see in this no reason why the 1969 Liability Convention should not remain intact nor any reason for further delay in implementing it. We would hope that other Governments who have signed this Convention will therefore commence their procedures for ratification shortly.

"(4) Another immediate issue to which I would draw attention is the design of tankers to limit the outflow of oil in the event of a disaster. IMCO has this issue before it now. In the view of my Government the first step is the limiting of the size of compartments in very large tankers and in future limiting these to something well below the sizes now being built in the largest tankers. The Governments represented here can give a strong and effective lead in reaching agreement on suitable limitations and in continuing from this to consider the other aspects of tanker design which will help to mitigate the results of a casualty."

An exchange of ideas and experience

'During this colloquium we shall be able to exchange ideas and experience in the methods and organization we employ to clean up oil spills when they occur. A part of this is the organization of information as to the existence of spills. This is a matter which, in the opinion of the United Kingdom Government, can usefully be dealt with on a regional basis. We already have agreements with the countries round the North Sea for this purpose. It may be that Governments could with advantage get together within other contiguous regions to make similar arrangements. It seems to my Government that there will also be advantage, as has been suggested, in the exchange of information between neighbour Governments about the equipment which might be available for loan from one to the other. This can, we suggest, best be arranged by direct contacts between the national authorities concerned. I should like at this point to express my appreciation of the action of the Netherlands authorities in offering, and making available to us, the services of two craft which are now standing by ready to assist if there should be a substantial oil spill from the ship at present stranded off our coast.

'Before I conclude, I should like to refer to the question of research. We have much yet to discover about the problems of coping with oil pollution and much valuable research work is going on in this area, in our respective countries. We should ensure that there is a full exchange of the results of this work and to seek to identify any gaps which our countries might usefully fill.

'In conclusion I repeat my assurance of my Government's fullest support in the elimination of oil pollution at sea. I value this opportunity for us to agree on the importance which Governments attach to this work. I hope that the result of this colloquium will be a renewed zeal on all our parts in pursuing our objectives through the international organizations concerned. For our part we shall be very ready to co-operate in regional arrangements for disseminating information and for mutual help in dealing with the serious and urgent problems of oil spillage.'

Experiment will aid research into oil pollution at sea

A LARGE-SCALE experiment on the burning of crude oil is being carried out by the Department of Trade and Industry as part of its programme of research into oil pollution at sea.

This follows a series of small tests which have been conducted jointly by the Department's Warren Spring Laboratory at Stevenage and the Ministry of Aviation Supply's Rocket Propulsion Establishment at Westcott in Buckinghamshire, where the work is being carried out.

This final experiment involves burning about 200 tons of crude oil in a cubical tank some 25 feet high. The oil for this will be drawn from a small Nottinghamshire oil field.

A considerable pillar of smoke will be created, the height of which will be anything from 420 feet in a strong wind to 2,000 feet in a light wind. It is estimated that the oil will continue to burn for about 24 hours.

Calculations by the Air Pollution Division of Warren Spring Laboratory indicate that nowhere at ground level will the air pollution be worse than on a similar day in central London.

In order to minimize the spread of pollution, the experiment will take place only when the meteorological conditions are suitable and likely to remain so for at least 24 hours.

Air pollution measurements will be taken throughout the period the oil is alight.

Note:

When an oil tanker is wrecked one of the suggestions made to prevent the spread of oil and the consequent pollution, is to set the cargo alight. Although a cargo of crude oil is highly inflammable, the factors which influence the rate of burning of the oil are almost unknown.

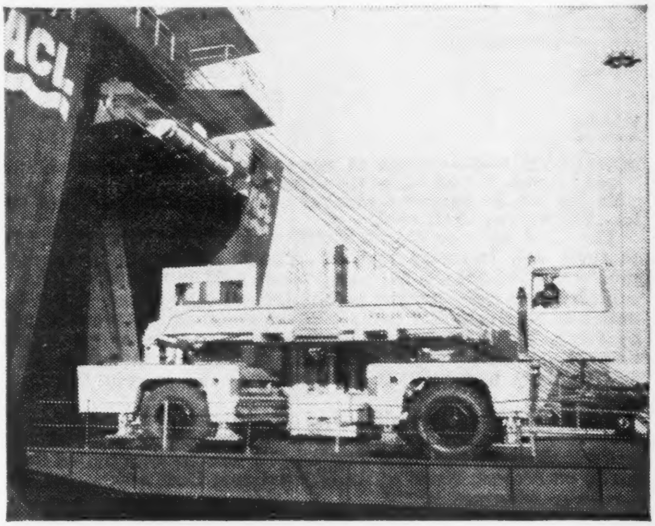
The few tankers which have been burnt by accident have usually burned for a very long time and the more recent attempt to get rid of the cargo of the 'Torrey Canyon', by setting it alight by bombing, clearly showed the problems involved.

These were considered both by the Select Committee on Science and Technology, and by the official committee of scientists (The Zuckerman Committee) who were concerned with the scientific and technological aspects of the disaster.

The latter committee recommended that research should be carried out into methods of firing oil in stranded tankers. This work has to be done with models, as the size of an individual compartment in a modern 250,000 ton tanker is at least 20,000 tons. These experiments have been carried out by the Rocket Propulsion Establishment and small tanks containing oil cooled on the bottom and on one side to represent the cooling of the ship by the sea, have been lighted under varying conditions.

This last experiment of the series is large enough to enable the behaviour of a full scale tanker fire to be predicted with reasonable certainty, but small enough to permit the work to be done at Westcott where all the experimental facilities are available rather than at some remote site.

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, visited William Warne and Co. Ltd. at Barking, Essex, on October 27. Mr. Grant (right) is seen here with Mr. R. J. Farrier, managing director, examining an oil spillage boom made by William Warne and used for containing oil spillages in harbours and at tanker terminals.



A 33-ton side-loader, designed to handle 20 ft. and 30 ft. containers, was shipped from Liverpool to New York – in a container liner. Picture shows the Lancer Boss 2500 Series side-loader being driven aboard the 16,000-ton Atlantic Container Line ro-ro container ship 'Atlantic Span' at the Gladstone Container Terminal. It travelled with other bulky cargo in the spacious trailer deck, which is a feature of these container liners, and demonstrated the flexibility of this new concept of operation on the North Atlantic.

COLOUR BLOCKS FOR FRONT COVER

Colour cover blocks: *The Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available for front cover colour illustrations. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

AVIATION AND SHIPPING, *continued*

CIVIL AVIATION ACTS 1949 AND 1968

Exemption under the Air Navigation (Noise Certification) Order 1970

THE SECRETARY of State for Trade and Industry, in exercise of his powers under Articles 3(1)(d)(ii) and 16 of the Air Navigation (Noises Certification) Order 1970(a) (hereinafter referred to as 'the Order'), and of all other powers enabling him in taat behalf, hereby exempts from the application of the Order:

(1) The descriptions of aeroplanes specified in Schedule 1 hereto, as being descriptions of aeroplanes each of which is, in his opinion, of the same type as an aeroplane in respect of which the authorities of the State of manufacture received an application for a certificate of airworthiness before January 1, 1969, and did not revoke that application; and

(2) The description of aeroplanes specified in Schedule 2 hereto.

J. E. BARNES
An Under Secretary of the
Department of Trade and Industry

November, 1970

(a) SI 1970/823

SCHEDULE 1- Descriptions of aeroplanes exempted in accordance with Article 3 (1) (d) (ii) of the Order

British Aircraft Corporation	VC-10
	1-11
Hawker Siddeley	HS-125
	Trident
	Comet
Boeing	707
	720
	727
	737
Convair	880
	990
Grumman	G-1159 (Gulfstream II)
Learjet	24
	25
Lockheed	1329 (Jetstar)
McDonnell Douglas	DC-8
	DC-9
North American	NA-265 (Saberliner)
Dassault	Mystere 20/Falcon
	Mystere 10
	Mercure
Sud Aviation	Caravelle
Piaggio-Douglas	PD-808
Fokker	F28-Fellowship
Messerschmitt-Bolkow-Blohm	HFB 320 Hansa
Ilyushin	IL-62
Tupolev	Tu-104
	Tu-124
	Tu-134
	Tu-154
Yakovlev	Yak-40
Antonov	AN-12

SCHEDULE 2—Description of aeroplanes exempted otherwise than under Article 3 (i) (d) (ii) of the Order

Boeing 747s in respect of which the certificate of airworthiness was issued before March 1, 1972.

The Civil Aviation (Noise Certification) Order 1970 is intended to apply only to future types of subsonic jet aircraft. Because of problems of definition the regulations could not be drawn up to exclude these types by way of any general description. The alternative arrangement had to be adopted of exempting aircraft types by name. The aircraft listed in Schedule 1 to the above exemption are aircraft which in the opinion of the Department for Trade and Industry come within the description as set out in Article 3(1)(d)(ii).

The United Kingdom with other countries has been studying the possibility of quietening these current types of aircraft. This subject was the main item of discussion at a meeting held by the Committee on Aircraft Noise of the International Civil Aviation Organization in Montreal at the end of September. There was general agreement that this was an urgent problem and that, as with the scheme for future types of subsonic jets, it should be tackled on an international basis. The Committee, however, recognized that there were considerable difficulties in the way of devising standards for current aircraft and that not sufficient information was at present available to make any firm recommendations. It was, therefore, agreed that a small Working Group, on which the United Kingdom is represented, should be set up to codify existing information, obtain any further information and then make recommendations to the Committee as soon as practicable on possible methods of quietening current types of aircraft.

The Boeing 707 is in a different category from the other aircraft listed, in that, being an aircraft powered by engines having a bypass ratio of more than 2, it comes within the scope of Article 3(1)(d)(i) of the Order. It was known that the early production models of this aircraft would not be able to meet the very demanding standards of the Order. The Boeing Company, through carrying out extensive modifications to the engines of aircraft already in service or in production will, by the end of 1971 be able to bring all those 747s to within 1 or 2 EPNdB of the noise levels specified in the Order. This, in itself represents a considerable reduction as compared with its predecessors and, also, as compared with the first 747s to be flown which already have shown themselves quieter than other long-haul jet aircraft. From early in 1972 it is hoped that all newly-produced 747s will be able to comply with the noise standards of the Order. Accordingly under Article 16 of the Order Boeing 747s which receive their certificate of airworthiness before March 1, 1972, will be made exempt from the provisions of the Order. Pre-March 1, 1972, Boeing 747s will be considered as coming within the terms of reference of the ICAO Working Group in recommending methods for quietening current aircraft.

Merchant Air Service and Merchant Navy at Remembrance Day Ceremonies

THE MERCHANT NAVY and Fishing Fleets and the Merchant Air Service were represented at Remembrance Day ceremonies at the Cenotaph and Westminster Abbey on Sunday, November 8.

The wreath in memory of the men of the Merchant Navy and Fishing Fleets who gave their lives in both World Wars was laid at the Cenotaph by Captain A. Sillars of the British and Commonwealth Shipping Co. Ltd. Captain G. C. McIannahan of British European Airways laid the wreath on behalf of the Merchant Air Service.

A contingent from the Gravesend Sea School formed part of the parade in Whitehall, with detachments from the fighting services. Officers of Dan Air Services took part in the parade with the RAF contingent to and from the Cenotaph.

Awards to coastguards for rescuing stranded dog

COASTGUARDS WHO RESCUED a dog stranded 120 feet down a disused mineshaft have received awards from the Royal Society for the Prevention of Cruelty to Animals. Coastguard R. Sloney of Ammanford, Carmarthenshire, has been awarded the Society's Bronze Medal and Station Officer W. Gwyther and Coastguard E. W. Dagless who assisted in the rescue receive the Society's Certificate of Merit.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

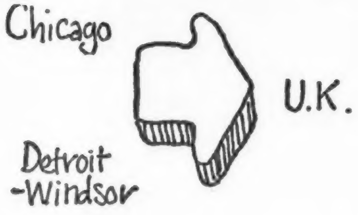
LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room 437, Department of Trade and Industry,* 1 *Victoria Street, London, SW*1 *(Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

Smart guys know when to slip out the back way

Air Canada Cargo's services from Chicago and Detroit avoid all crush, fuss and hold-ups

The overcrowding of cargo facilities at congested Eastern US airports is a fact of life. Hold-ups and delays of all kinds have to be taken for granted and so, regrettably, do other causes of freight-loss.

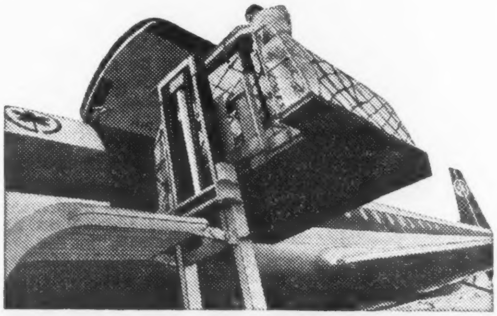


Air Canada Cargo's solution to the problem is to avoid it.

For importers of goods from the Central and Mid-Western States, Air Canada provides a fully palletised service to London–freighters leave Detroit/Windsor and Chicago thrice-weekly.

And whether your cargo is bound to or from the US, Air Canada–with 24-hour cargo-handling facilities at both Toronto and Montreal–offers you routes that are uncongested, trouble-free and fast to 7 key industrial cities in the US. Back doors do have their advantages!

For full details, get on to Air Canada today.



AIR CANADA CARGO

20 Grosvenor Hill, London, W1. 01-759 4751 · St. Andrew House, 50 Sauchiehall Street, Glasgow, C2. Prestwick 79821
Manchester: 236 8882/3 · Birmingham: 021-643 1624 · Leeds 20628

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, OCTOBER 30

European technical collaboration

European technical collaboration is making good but somewhat slow progress, Mr. Michael Noble, Minister for Trade, DTI, said in answer to a question. He continued: 'We hope the pace will improve when we are inside an enlarged European Economic Community – particularly at the industrial level to which we attach the greatest importance. At the Government level we support the work going on in organizations like the ECE, the European Space Research Organization, and the 15-nation group organized by the EEC. We also attach great importance to our participation in a number of bilateral and multilateral projects where Government initiative is combined with industrial co-operation.

'We also have valuable technological agreements with a number of East European countries.'

Imports of Japanese fishing reels

Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, DTI, was asked what was the maximum permitted quota of imports of fishing reels from Japan to the United Kingdom for each of the years 1963 to 1969. He replied that there were no quota restrictions on these imports during the period. In 1967 following inter-industry discussions Japanese exports of fixed spool reels to the United Kingdom were voluntarily limited to 200,000 reels. Answering a further question Mr. Ridley said that in 1963 and 1964 imports of fishing reels were not separately recorded.

Imports from Japan in subsequent years were as follows:

Year	Number	Value £
1965	not recorded	131,730
1966		161,191
1967		171,385
1968		258,926
1969	365,099	214,142

Industrial development

Stating that there was a 10 per cent male unemployment in the Mid-Northumberland employment exchange area, a Member asked what steps were proposed to rectify the position.

'The rate of unemployment in Morpeth is currently 8·2 per cent,' answered Mr. Anthony Grant, Parliamentary Under-Secretary for Trade, DTI. 'The measures announced by my right hon. Friend the Chancellor of the Exchequer on October 27 should encourage expansion and new employment in the development areas. My Department will continue to draw the attention of suitable firms to the possibility of locating in Morpeth.'

Mr. Grant was also asked how many men and women, respectively, were employed in government-financed factories in Sunderland at the latest available date, and said that in August 1970, 6,130 men and 5,640 women were employed in the Department's factories provided under the Local Employment Acts. These figures excluded employment in factories provided by the Department but since sold.

Answering a further question on the number of men and women, respectively, employed in government-financed factories in the Northern Region, Mr. Grant said that in August 1970, 37,910 men and 40,580 women were employed in factories provided under the Local Employment Acts. These figures excluded employment in factories provided by the Department but which have been sold.

MONDAY, NOVEMBER 2

American import quotas for textiles

Mr. John Davies, Secretary of State for Trade and Industry, was asked what further information he had now received with regard to the proposed imposition by the United States of America of import quotas for textiles; what representations had been made on behalf of the British textile industry; and what proposals had been made to him for the imposition of import quotas on any section of imports into this country from the United States. He answered that the US Congress had not yet completed its consideration of the Bill which would impose quotas on imports of certain textiles. Her Majesty's Government had, after full consultation with the industries concerned, taken every opportunity to convey to the US Government their concern over any import restrictions which would be incompatible with the provisions of the GATT, and had reserved all their rights to safeguard the United Kingdom's export interest.

Duty free imports of gloves

Referring to concern in the glove manufacturing industry about the admission of duty free imports of gloves from developing countries a Member asked if action would be taken to protect the industry. 'I have had no recent representations about duty-free imports of gloves from developing countries or anywhere else,' answered Mr. Noble. 'Such imports come primarily from the Commonwealth and from Hong Kong in particular. Those from Hong Kong rose by £.5 million and from other countries by £.2 million between 1968 and 1969. However, total exports also increased by £.5 million and production rose from £11.6 million to £12.3 million over the same period.

'On balance, this industry therefore appears to be adapting itself readily to current trade conditions and without special protective action.'

Feilden Report on Engineering Design

A Member who asked what action was proposed to implement the proposals of the Feilden Report on Engineering Design and to increase the status of engineers and designers, was told by Mr. Davies that, as the Chancellor announced on October 27, it had been decided not to set up the new Design Council in present circumstances. Mr. Davies went on: 'I have asked the Council of Industrial Design and the Council of Engineering Institutions to examine how, without prejudice to the degree of future Government support, they could make progress towards the implementation of these proposals.'

Legal rights of inventors

Mr. Ridley was asked if he would seek to amend the present legal position of the inventor who was employed gainfully and evolved an invention, in respect of his employer's right to claim the invention without recompense to the inventor, in view of the fact that the present law was causing a number of inventors to emigrate. Mr. Ridley replied that the report of the Departmental Committee on Patents (Banks Committee) which was published last July made recommendations on this point. He expected to announce the Government's intentions with regard to this Report before very long.

Legislation on mineral rights

Answering a question on the Government's policy on a revision of legislation for the working of minerals in the United Kingdom; and when a Bill would be laid before Parliament to facilitate the extraction of mineral substances, Sir John Eden, Minister of Industry, DTI, said he was examining the problems of gaining access to land to explore for and to work minerals, and hoped to make an announcement shortly.

Complaints about directory entries

A Member inquired into the nature of the complaints made to the Department of Trade and Industry concerning methods used to seek orders or payment for directory entries. Mr. Ridley said complaints alleged that requests for approval of proofs, or for payment, were so framed that unwary recipients might wrongly think that the proofs related to free entries, or the payments to firm commitments arising from specific orders or from approval of proofs.

Consumer protection

'This Government will pursue policies of encouraging competition, which is the consumer's best safeguard,' said Mr. Ridley answering a question on proposals to strengthen protection for consumers.

Pipeline legislation

Questions were asked on Government policy on the need to harmonize oil pipeline legislation and technical and safety requirements affecting oil pipelines on a European scale. Mr. Noble replied that the question of harmonizing oil pipeline legislation in Western Europe had arisen mainly as a result of the development of large international lines, and had not directly concerned the United Kingdom. He continued: 'My officials have however followed and, where appropriate, contributed to the discussions in European international organizations.

'As to technical and safety requirements, the Government's view is that these are best ensured by a code of practice to which the industry subscribes, backed as in the Pipe-lines Act 1962 by machinery for enforcement if necessary. But the Government recognizes that in the Western European context it may ultimately be desirable to accept general regulations: this could be done without difficulty.'

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Replying to a similar question on gas pipelines, Mr. Ridley said that there was no United Kingdom legislation dealing specifically with gas pipelines. These were laid under the Gas Acts 1948 and 1965 to strict specifications based on widely accepted codes of practice. The United Kingdom played an active part in preparing recommendations made by the Economic Commission for Europe Gas Committee to help member states who contemplated entering into international agreements. The recommendations had no legal force.

It was Government policy, continued Mr. Ridley in answer to a question on natural gas pipelines, to encourage harmonization of this kind. The United Kingdom would continue to support the work being done in this field by international organizations such as the Economic Commission for Europe and the International Gas Union.

Electricity supply

Sir John Eden was asked if he would give a general direction to area boards to use their powers under section 29 of the Electricity Act 1957 to control the price at which electricity supplied by them was resold to tenants, subtenants, guests and others in order to avoid evasion of rent control. He answered that maximum prices at which electricity might be resold were fixed by electricity boards in 1965. Proposals for making the control more effective had been circulated by the DTI to interested organizations, and the replies were now being studied.

Investment grants in Wales

A Member asked what estimate had been made of the effect of the Government's proposals on investments grants and allowances in Wales, so far as new employment was concerned; and, in particular, what proposals there were for new employment opportunities in the Aberavon constituency. Mr. Ridley replied that the Government's proposals linked assistance more directly with the provision of new employment, but their precise effect would depend on the nature of the projects coming forward. 'We shall continue to draw the attention of suitable firms to the possibility of locating in Aberavon,' he said.

Industrial development

Questions were answered on industrial development in Scotland, Wales, the Northern Region, and North-East England.

Fuel research

Mr. Ridley was asked to list the number of government and non-governmental bodies the DTI intended to keep engaged on fuel research, the total of their fuel research budgets, how the work would be divided between them, and how their separate activities were to be co-ordinated. Mr. Ridley gave the following information:

Grant-aided Research Associations	Accounting period	Total grant	Total budget (c) (inclusive of that provided by grant)
British Coal Utilization Research Association (a)	April 1970-March 1971	£385,000	£2,116,000
Coal Tar Research Association (b)	April 1970-March 1971		
British Coke Research Association (b)	January-December 1970		
Electrical Research Association (a)	January-December 1970		

Notes:
(a) The grants to BCURA and ERA are not being renewed after December 31, 1970 and December 31, 1974 respectively.
(b) The current grant periods in the case of CTRA and BCRA come to an end in March 1973 and December 1973 respectively
(c) It is not practicable to separate fuel research expenditure from the total budget in these cases.

Nationalized industries (d)		Total fuel research budget
National Coal Board	1970-1971	£14 million (d)
Gas Council	1969-1970	
Electricity Council and Central Electricity Generating Board	1970-1971	

Note (d) Includes research into Coal Combustion and Processing; gas manufacture, production, storage, treatment, basic research and research into industrial, domestic and commercial utilization of gas; and research into nuclear and conventional systems of steam raising and utilization of electricity.

In addition a part of the total research budget of £8½ million (1969-70) of the British Steel Corporation relates to fuel research.

		Total fuel research budget(e)
United Kingdom Atomic Energy Authority	1970-1971	£13 million

Note (e) Part of a wider programme on reactor research and development.

CEGB staff organization

Asked if he would give a general direction to the CEGB that in organizing their administrative staff they should have regard to the employment situation in the regions and refrain from centralization, Mr. Ridley said that a general direction would not be appropriate. Within any general constraints arising from the Government's regional policy, the organization and choice of location of offices was a matter of day-to-day management and as such the responsibility of the Board.

United Kingdom energy consumption

In answer to a request for an estimate of the present annual increase in the United Kingdom consumption of energy expressed as millions of tons of coal-equivalent; how this compared with the figure for world consumption; and what proportion of these increases during the next decade he estimates would be met by coal petroleum fuels, nuclear power, and other sources of energy, Mr. Ridley said that energy consumption in the United Kingdom had been rising annually by about 6 to 7 million tons of coal equivalent compared with an annual increase of about 200 million tons in world consumption. The share of the different fuels in the increased demand for energy would depend mainly on their relative prices and convenience; it was a hazardous business estimating shares of the market.

Industrial development certificate completion

Mr. Grant was asked what was the average number of jobs created per acre of new industrial development within the last five years; and what was the number of new jobs created by such development in each of the last 10 years. He replied: 'I regret that information in the form is not available, but details of new industrial building completed for manufacturing industry in the years 1960-69 for which industrial development certificates have been issued are given in the table below.'

Industrial Development Certificates Completions

Estimated Additional Employment†

	Thousand sq. ft.	Males (Thousand)	Total (Thousand)
1960	48,436	48·6	74·9
1961	53,438	54·4	85·3
1962	45,567	55·0	80·1
1963	34,272	45·8	63·4
1964	32,444	37·4	61·4
1965	38·306	58·7	84·0
1966	37·436	50·2	78·5
1967	34·895	44·9	70·7
1968	39·192	46·0	69·8
1969	46·440	45·0	71·4

†Estimates based on information provided by applicants for industrial development certificates.

Nationalized industries in Wales

A Member asked to what extent the proposed net decrease of £87 million in capital expenditure by nationalized industries in 1971-72 would affect the development of such industries in Wales, and particularly the proposal of the Central Electricity Generating Board to build another nuclear generating station in North Wales. Mr. Noble replied that the cuts applied to the overall capital expenditure of the industries concerned. As regards the second part of the question, it was for the CEGB to decide how its cut should be allocated.

Exports of trucks and buses to Cuba and South Africa

Mr. Noble was asked how many trucks and buses were exported from Great Britain to South Africa and Cuba, respectively, in each of the last five years. He said that the number to South Africa had fluctuated between 16,000 and 21,000 a year and the number to Cuba had fallen from 463 in 1965 to 9 in 1969, and gave the following information:

United Kingdom Exports of Buses and Trucks (including Chassis)

	South Africa		Cuba	
Year	Buses	Trucks	Buses	Trucks
1965	995	19.734	452	11
1966	1,096	15.886	182	—
1967	1,178	15.709	83	—
1968	1,031	15.082	1	5
1969	1,278	18,254	—	9

Production of newsprint

Asked to state the total value of newsprint produced each year in the United Kingdom from 1960 to the latest convenient date, Sir John Eden gave the following figures:

£ million		£ million	
1960	43	1965	44
1961	42	1966	42
1962	38	1967	41
1963	39	1968	47
1964	43	1969	51

Answering similar questions but on the total value of newsprint exported from and imported into the United Kingdom, Mr. N. Ridley said, information on exports up to 1968 was published in Volume I of the Annual Statement of Trade of the United Kingdom for both exports and re-exports. For 1969 exports (including re-exports) were £180,708.

Information on imports was published for the years up to 1968 in Volume II of the Annual Statement of Trade of the United Kingdom and for 1969 in the Overseas Trade Accounts of the United Kingdom, December 1969.

Central Electricity Generating Board

Asked if he would grant the Central Electricity Generating Board more freedom in the selection of fuel stocks so that the Board may offset the high price paid for coal and offset the substantial burden of tax imposed on fuel oil, Mr. Ridley said that the CEGB already had commercial discretion in the selection of stocks.

Answering a question on proposals for the conversion of coal-powered power stations to other fuels Sir John Eden said the Central Electricity Generating Board had made the following applications to convert coal-fired power stations to other fuels:

CEGB Region	Station	Fuel(s) proposed
North Eastern	Kirkstall	Oil
North Western	Padiham	Oil
South Western	Portsmouth	Oil
South Eastern	West Thurrock	Coal/Gas (dual-firing)

The implications for the coal industry would be taken into account before decisions are taken.

(*Continued on next page*)

MONDAY, NOVEMBER 2

National Board for Prices and Incomes

The following statement was made by Mr. Robert Carr, Secretary of State for Employment: 'I announced on July 23 that the future of the National Board for Prices and Incomes was being reviewed in the context of a wider examination covering the work of the Monopolies Commission and other relevant bodies. We have now reached the conclusion that the Board should be wound up – when the work on which it is at present engaged has been completed. Legislation will be introduced in due course.

'In the public sector, there is a clear need for co-ordinated machinery for advising the Government on the remuneration of certain groups for whom no negotiating machinery is, for one reason or another, appropriate. The Government intend therefore to establish at an early date three Review Bodies with a degree of interlocking membership. One will advise on the remuneration of the boards of nationalized industries, the Judiciary, senior civil servants, senior officers of the Armed Forces and such other groups as might be appropriately considered with them. Another will advise on the pay of the Armed Forces generally. A third will advise on the remuneration of doctors and dentists in the National Health Service. These three Review Bodies will have at their disposal and working to their directions a secretariat provided by a new Office of Manpower Economics.

'The Government also intend to use the new Office of Manpower Economics to service any ad hoc inquiries which are necessary from time to time to examine in depth particular pay structures and related problems. The office will also carry out analytical and educational work on more general matters affecting pay and its relation to productivity, either at the request of Ministers or with the approval of Ministers. The Office will not be part of the Government machine and its report will be independent. Consultation will take place with the interests concerned about the detailed arrangements.

'A statement on the Government's proposals for strengthening and developing the work of the Monopolies Commission will be made at an early date.

TUESDAY, NOVEMBER 3

Monthly trade figures

A Member who asked Mr. Davies if he was satisfied that the methods used to calculate the monthly trade figures were accurate was told that the figures were not calculated but were a compilation of data from documents lodged with HM Customs and Excise by traders and their agents. The figures did not relate precisely to the movement of goods in the month concerned. While the receipt of import documents corresponded closely to imports themselves, in the case of exports the correspondence was less close because documents were generally received after shipment and with varying delay.

Weights and Measures (Metrication)

The Weights and Measures Act (Amendment of Schedules 1 and 3) Order 1970 was approved.

WEDNESDAY, NOVEMBER 4

Public Expenditure and Taxation

Mr. Davies spoke during the debate on public expenditure and taxation (*Hansard*, cols. 1086 to 1218).

Competition

Asked whether he would recommend the appointment of a Royal Commission to inquire into competition and its effect on prices, Mr. Ridley replied: 'No, Sir. The Government accept that the problem of rising prices is best tackled by the promotion of competition, and we are now urgently examining ways of making more effective the machinery established for this purpose.'

Natural gas

Mr. Ridley, when asked what income it was estimated that the Department of Trade and Industry would derive from exploitation of natural gas in the British sector of the Continental Shelf during the current year said that in the financial year ending March 31, 1971 the total estimated income arising from the grant of exploration and production licences was about £5 million, consisting of initial and annual payments £1.4 million and royalties about £3.6 million. The amount of royalty receipts would, of course, depend upon the actual quantity of gas delivered on shore.

Investment grants

'I will consider what can usefully be published,' said Mr. Grant when asked whether the study of the operation of investment grants commenced by the Board of Trade in 1969 would be published.

Industrial development

Mr. Grant answered questions about industrial development in Scotland.

THURSDAY, NOVEMBER 5

Dollar Land Holdings Ltd.

Mr. Ridley was asked under what statutory provisions he had permitted Dollar Land Holdings Limited to omit publication of accounts since 1968, contrary to the Companies Act; and on what grounds he had declined to appoint inspectors into all aspects of the breaking of the Companies Act by this company. He answered that no such permission had been given. He did not at present consider that there were sufficient grounds to justify the appointment of inspectors.

Industrial sites in Wales

Answering a question on the number of inquiries made by industrialists regarding industrial sites in Wales in the third quarter of 1970; and how this compared with the previous quarters of the year, Mr. Grant said 77 inquiries were received in the third quarter of 1970, as compared with 99 inquiries in the first quarter and 117 in the second.

IRC loan to Rotax group

A Member asked for information on the amounts made available to the Rotax group of companies by the Industrial Reorganization Corporation and the conditions under which the money was given and if any intimation was given by Rotax of intention to close factories. Mr. Ridley said that the IRC made a loan of £3 million to Joseph Lucas Industries in November 1969, repayable on November 14 1973. The loan was unsecured and carried interest at a rate of 10 per cent per annum. At that time, the company intended to continue to operate at its various sites.

Monopolies Commission report on the professions

Mr. Ridley was asked what steps he intended to take following the report of the Monopolies Commission on resticitive practices within the professions Command Paper No. 4463, to make it possible for the unqualified to offer services except in the circumstances laid down in paragraph 310 of that Report. He replied: 'The Government agree with the Commission that intervention to prevent the offering of a service by the unqualified is justified only in special circumstances. We shall be better able to judge what steps should be taken when I have the professions response to my request to them to re-examine their practices.'

Political contributions

Asked what contributions had been made by brewing industry firms and tobacco industry firms to political parties in the years 1968 to date, Mr. Ridley said: 'I understand that for 1968, figures are given in Volume 3, No. 1 of 'Economic Brief' published by the Labour Party. Figures are not now officially compiled, but the information is lodged with the Registrars of Companies, and is available to the public.'

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holi- and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel.* 01-248 5757, *Ext.* 7146).

HARD ENAMEL BADGES ★ CUFF LINKS
CRESTED PEWTER TANKARDS
MEN'S WEAR ACCESSORIES
LEATHER AND PLASTIC BACKED CAR KEY FOBS
Custom made for sales promotion depicting company logos, trade marks, town crests, universities, etc.
MANHATTAN-WINDSOR GROUP
STEWARD STREET, BIRMINGHAM 18, ENGLAND
Telephone: 021-454 6404 Telex: 338633

Parliamentary Answers on aviation and shipping

FRIDAY, OCTOBER 30

Air piracy

Mr. Michael Noble, Minister for Trade, DTI, was asked to make a statement on action being taken to speed up international discussions on air safety with particular reference to air piracy. Mr. Noble said: 'As I indicated in my statement on October 28 the United Kingdom has been active in furthering international consideration of this problem. It was amongst the first nations in 1968 to ratify the Tokyo Convention on Offences and Certain Other Acts committed on board aircraft; it has played an active role in the preparation of the draft of a Convention on hi-jacking which is to be considered by a diplomatic conference at the Hague in December; it was one of the states which requested the International Civil Aviation Organization (ICAO) to convene an Extraordinary Session of the Assembly in Montreal in June to consider all forms of unlawful interference with civil aircraft; and this month at the invitation of Her Majesty's Government, the Legal Committee of ICAO has been meeting in London to draft a further convention on acts of violence other than hi-jacking, which will now go to a Diplomatic Conference. In conjunction with my right hon. Friend the Secretary of State for Foreign and Commonwealth Affairs, however, I certainly will not hesitate to seek further to speed up international discussions where this would be productive.'

Air misses

The following statement was made by Mr. Noble in reply to a question on action being taken to provide safeguards against near misses in the air:

'There is a standing procedure by which all reported air misses are investigated and considered by an independent body. Consequent remedial action is taken as necessary. The resources and techniques of the national air traffic control service are being continually developed. In particular, the progressive introduction of improved secondary surveillance radar into the air traffic control system will enable displays to be labelled with call signs and other relevant information, and will in due course also include continuous read-out of altitude from the aircraft altimeter. This will greatly assist the controller in the maintenance of safe separation between aircraft. The Department is also keeping closely in touch with research aimed at the development of airborne anti-collision equipment.'

Recommendations to Royal National Lifeboat Institution

Questions were asked on recommendations to the Royal National Lifeboat Institution following the report on the Fraserburgh lifeboat tragedy. Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, DTI, said: 'The Executive Committee of the Royal National Lifeboat Institution on October 22 issued a statement of the action they have initiated following the Report of the Court into the accident to the Fraserburgh lifeboat, and I am keeping in touch with the Institution about these developments. Arrangements have been made with the Institution that the Government will continue to co-operate with them, as recommended in the Report, by making available to the Institution the expert knowledge, experience and facilities available in research establishments and in the Marine Division of the Department, insofar as these are relevant, on design of lifeboats in relation to their role in the varying sea conditions round our coasts.

'The Department will also have early talks with the Institution as with other authorities concerned, following the recommendation in the Report about the organization of marine search and rescue.

'I have particularly in mind the Government's direct responsibility for the role of the coastguard. This was described in the Report of the Committee to review the Marine Search and Rescue Organization of the United Kingdom, published earlier this year.

Light aircraft industry

Mr. Noble was asked what proposals he had to encourage business, private and club flying and gliding, having regard to the need to assist the British light aircraft industry. He said that the light aviation movement had grown steadily in recent years and the DTI kept in close touch with representative bodies about its needs. 'We have no proposals in hand to assist the light aircraft industry indirectly through that movement. Direct assistance to the industry is a matter for my right hon. Friend the Minister of Aviation Supply,' he said.

Commercial supersonic flights

Mr. Noble was asked to reassure those living below the present supersonic flight path that supersonic flight was not intended by civil aircraft on commercial flights over the United Kingdom. He answered:

'Power already exists in Section 19 of the Civil Aviation Act 1968 to restrict or prohibit commercial supersonic flights over the United Kingdom. A decision on the extent to which these powers should be used will be taken in the light of all relevant information well before supersonic aircraft enter commercial service.'

Air Caicos

A Member asked what action was being taken, following the withdrawal of Bahamas Airways from providing air communications to the Turks and Caicos Islands to grant to Air Caicos, as applied for six months ago, formal authority to establish permanent routes between Miami and the Turks and Caicos Islands, as had been agreed to by the authorities in Washington. Mr. Noble said that the US authorities were considering our request for rights which would allow Air Caicos to fly to US territory. 'We are seeking a quick response,' he said.

Caledonian Airline

Mr. Noble was asked what discussions he had initiated with the British Overseas Airways Corporation concerning the impact on profitability expected to result from the establishment of a newly enlarged Caledonian Airline. He answered: 'The Department has been discussing possible route transfers with the Air Corporations and Caledonian. I will make a statement as soon as these discussions are ended.'

TUESDAY, NOVEMBER 3

Aviation fuels and safety

Lord Denham was asked what form of fuel was used by the various airline operators flying into and out of London Airport and other principal airports in the United Kingdom, and whether any steps were taken to encourage airline operators to use those forms which were less likely to be lethal in the event of an accident. He replied that aviation gasoline was used by all piston-engined arcraft. JP1 (aviation kerosene) was used by all turbine-engined aircraft except those operated by Air Canada and the Venezuelan International Airline (VIASA) which used JP4 (wide-cut gasoline).

Control of the type of fuel used was a matter for the State of Registry of the aircraft. HM Government's views on the safety advantages of the use of kerosene in turbine-engined aircraft were already well known and no further steps were considered appropriate at the present time.

BOAC aircraft hijacking: security measures

Lord Drumalbyn, Minister without Portfolio, was asked what disciplinary action was taken against the official responsible for security in Bahrein when the Arab guerrillas boarded the BOAC VC 10, subsequently diverted by them to an airstrip in Jordan at a time when security ought to have been at its maximum as other airliners had been diverted and all the world knew that the BOAC would be a priority target.

Lord Drumalbyn replied: 'Responsibility for security is shared between airlines and airport authorities. According to my information, the persons to whom the noble Lord refers did not board the aircraft at Bahrein, but at another Gulf airport. I am satisfied that BOAC attempted to take effective steps to tighten their security at all Gulf airports in the period immediately before the hijacking.'

WEDNESDAY, NOVEMBER 4

Accident to Viscount aircraft

Mr. Grant was asked if the Chief Inspector of Accidents had now determined the cause of the crash, involving loss of life, of a privately operated Viscount aircraft at Manchester Airport in 1969; if he would publish the Chief Inspector's conclusions; why it had not been possible to produce an earlier report; and if he would make a statement. Mr. Grant replied: 'The Chief Inspector of Accidents' report on the investigation into this accident has been submitted to me and is to be published on November 19. As forecast in the reply made to the House in October 1969, it has not been possible to establish why control of the aircraft was lost following a simulated engine failure during take-off.

'Due to the limited evidence and the absence of a clear lead, this has proved to be an intractable investigation in which the Chief Inspector has thought it necessary to consult experts in various fields, which has, of necessity, taken time and delayed the completion of his report.'

Petrol fire on Manchester Ship Canal

Asked what action he now proposed to take to prevent repetition of the accident caused by petrol fire on the Manchester Ship Canal and what consideration was being given to the need to improve safety regulations for fuel loading on the Canal, Mr. Grant replied: 'Following the successful prosecution of the Master of the vessel responsible for the spillage which led to the fire, it was decided not to order a formal investigation. However experts from the Department and the Home Office have studied the circumstances of the accident and have held meetings with the parties concerned. A number of measures have been taken to reduce the risk of another such accident and we are considering the wider application of the lessons that have been learnt.'

New Books

Export market researchers assessing market shares usually rely on the trade statistics of individual countries and such international publications as *Commodity Trade Statistics*, *World Trade Annual* (and its *Supplement*) and the *Yearbook of International Trade Statistics*. For certain commodities and countries their task can be simplified considerably by reference to a hitherto little-known United States publication: **Market Share Reports: United States Participation in Foreign Markets for Manufactured Products**. (United States Department of Commerce, Bureau of International Commerce. The current edition has 73 Country Reports at 75 cents each, and 1,096 Commodity Reports at 10 cents each; available from Sales and Distribution Branch, Room 2119, United States Department of Commerce, Washington DC 20230). The series, revised annually, is designed to provide United States exporters with detailed information on foreign markets. Because of its wide coverage it will be equally useful to the United Kingdom counterparts. It presents quantitative information on international trade in manufactured products, covering 75 per cent of the output of the non-Communist world. The reports are arranged in two series: Country Reports and Commodity Reports. The Country Reports for the 37 more industrialised countries (including the United Kingdom) contain tables showing the imports of individual commodities broken down by the principal supplying countries for each commodity. There are also tables showing a commodity breakdown of the imports from the principal countries from which imports are received. Comparative figures for five years are given. These statistics are taken from the official import statistics of the importing country. The Country Reports for the 36 less industrialized nations present similar information, but in this case it is derived from the export figures of their trading partners. The Commodity Series, based on the exports of the United States and thirteen other exporting countries, gives a reasonably complete approximation of the total import market for most manufacturers. Each report lists separately the dollar value of exports by the United States and by the fourteen most important exporters combined, the United States percentage of total world exports and the individual exports of the other eight principal suppliers (including the United Kingdom where relevant). The series covers all chemicals, machinery, transport equipment, metals and other manufactures. Mineral fuel products, processed foods, fats, oils, military firearms and ammunition are not covered. *Market Share Reports* are an important source for export research because of their detailed commodity breakdown (to five digits of SITC) and convenient presentation (comparative figures for nine countries over five years expressed in United States dollars). A set is now available for reference in the Department of Trade and Industry Statistics and Market Intelligence Library, 35 Old Bailey London EC4M 7HU. Photocopies are available at one shilling per page (Country Reports average 65 pages; Commodity Reports average 10 pages). A fuller description of the series and a complete catalogue of reports appeared as the Department of Commerce's *Supplement No. 2 to the* 1970 *Semi-Annual Checklists of International Business Publications*. The same material was reprinted as pages 5-18 of *International Commerce* for January 26, 1970.

Export Opportunities in Israel, Agricultural Production and Food Processing. A Market Research Report by N. Intrater and Associates Ltd. (67 pages. British National Export Council, 6-14 Dean Farrar Street, London, SW1. £4 post free). British exports to Israel consist almost entirely of capital goods. Because such exports generate further demand BNEC has as a matter of policy searched out those fields of the Israel economy where modernization and additional capital investment are essential for growth in export and improvement in their balance of payments. This report is the second with this aim in view; the first report dealt with the engineering industry and was published in 1969 as a prelude to a major British engineering exhibition in Tel Aviv. The present report covers the fields of agricultural machinery, poultry and dairy farming, grading, sorting and packaging of fruits, food processing, canning, refrigeration, refrigerated transport and other related fields. It describes in outline the past, present and future development in agriculture and summarizes the latest five-year plan for the development of agriculture. It also outlines anticipated requirements for equipment, material and services and provides a forecast of yearly imports of these up to the year 1974/75, as well as forecasts of gross and net investment in agriculture. A directory of manufacturers and foreign suppliers of agricultural machines, irrigation equipment and pesticides is also included. The report should be very informative to all companies wishing to participate in the British agricultural production and food processing exhibition to be held in November 1971 by the Israel Committee of the BNEC as a joint venture with the Department of Trade and Industry.

Report on the Liverpool trade mission to South America. (31 pages. Merseyside Chamber of Commerce and Industry, 1 Old Hall Street, Liverpool, L39 H6.) This mission's original intention was to cover as much of the continent as possible but it was soon realised that a specific region would have to be isolated for the visit. In view of the emphasis which tends to be placed on the eastern seaboard it was finally decided that a mission to three countries on the Pacific coast – Colombia, Peru and Chile – should be undertaken. The report concludes that the mission was very valuable not only in terms of actual orders gained but also in the opportunity it gave for personal assessments of the potential markets. From the point of view of exports the visit underlines the lesson that a personal visit following some preliminary market research is of the greatest importance.

A Handbook of Marketing Machinery. National Economic Development Office. (100 pages. Available from HMSO at £1 7s. (£1.35); by post £1 8s. 4d. (£1.42) SBN 11 700518 5). This is a report of the study on marketing methods undertaken by P-E Consulting Group Ltd., which the Machine Tools Economic Development Committee Commissioned in order to develop ways in which the United Kingdom machine tool industry can improve its marketing methods at home and overseas. The main object of the study was "to identify marketing methods which have been found necessary for the progress of the most successful machine tool firms, and to show how these can be applied to the industry as a whole". In conducting this study the researchers interviewed those manufacturers who account for 89 per cent of the United Kingdom output of machine tools and a good proportion of United Kingdom agents and merchants. They also interviewed some machine tool users both in this country and in important overseas countries. They were impressed by the high standard of marketing in many of the companies and found that about two-thirds of the more successful manufacturers adopted a similar style of marketing. The report surveys extensively various aspects of marketing, such as marketing methods, market research, product planning, market planning, selling, sales promotion and sales services. Appendices give an analysis of marketing methods employed by vendor firms, reports on the United Kingdom and overseas user studies, a study of the survey methods used by the most successful companies and definitions of terms used during the survey. Manufacturers of machines tools and all those engaged in their marketing should find this handbook very informative; less successful manufacturers may also increase their share of the market by adopting some of the suggestions contained in it.

Export Salesmanship, by John Frain. (175 pages. United Commercial Travellers' Association, Bexton Lane, Knutsford, Cheshire. £1 5s. (£1.25); by post £1 7s. (£1.35)). Mr. Frain, who is the Director of Studies at the International Marketing Centre of the North East London Polytechnic, challenges the idea that there is some special mystique about selling in overseas markets, which differentiates it from the rest of a firm's marketing; and he maintains that 'export' will only be prevented from becoming a poor relation if the firm does not subdivide it from its overall marketing plan. Marketing overseas, even on a limited scale, does pose its particular problems however; and it is for this reason that this book has been written as a practical guide for those about to undertake their first appointment overseas. The word 'salesmanship' has been interpreted broadly, for the overseas representative far from his head office requires some familiarity with the principles of accountancy, market research and publicity work. Chapters deal with the organization of a visit overseas; the preliminary research into market prospects; the field work of assessing the market for a particular product and building up a sales organization, working with agents and distributors; publicity and participation in exhibitions; documentation and finance; local assembly and manufacture, manufacturing under licence and royalty agreements; and a number of other topics. Throughout the book frequent reference is made to the services which are available from the Board of Trade (now the Department of Trade and Industry), the Export Credits Guarantee Department, the Diplomatic Service commercial officers overseas, the British National Export Council and other organizations.

Industrial Training Boards Progress Report Number 5, October 1970. (British Association for Commercial and Industrial Education, 16 Park Crescent, London W1N 4AP. Price, including postage, 12s. (60p) to BACIE members, 18s. (90p) to non-members. SBN 85171 021 2). This publication presents much useful and up-to-date information about the 30 industrial training boards established under the Industrial Training Act 1964. For each board the full address of the main office is given, together with the names of board members and of senior staff. Notes are also provided on regional organization of boards, the numbers of establishments and employees covered, the training levy and its yield, general policy for training grants and details of the special schemes run by individual boards. Each board's publications are also listed. Its content therefore makes this publication a valuable reference work for anyone needing information about industrial training boards and their activities. However, its format – a broadsheet measuring 25 inches by 40 inches – makes consultation physically difficult, and if it is to be displayed as a wall chart two copies must be purchased because it is printed on both sides. Furthermore, the boards are listed in the order in which they were established, so that a particular entry can only be located ofter consulting the alphabetical index provided in the bottom left hand corner of side 2. Future issues will be much easier to use if they are published in booklet form, with entries arranged in alphabetical order of board names.

Government surplus sales

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
November 17-19	**Heavy duty road-making and commercial and private vehicles**	**Ordnance Storage and Disposal Dept., Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel. 54272)**

Heavy duty trucks by AEC and Leyland; Scammell breakdown trucks; excavators; mobile cranes; fork lift trucks; graders; dumpers; factory trucks; angledozers; agricultural tractors; hydraulic tippers; trailers (10 cwts.-50 tons;) refuellers; coaches; Thornycroft Antar 30-ton tractor; Morris Mini Minors; Minibuses Pick-ups; Travellers; Bedford Utilecons and vans; Land Rovers; Ford Zephyrs; Anglias; Cortinas; Hillman Huskys; Austin saloons; Gipsys, A35 vans; Vauxhall Victors; Vivas; Humber Hawks; motor-cycles, etc.

November 24	**Miscellaneous stores**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 08692 2073)**

Miscellaneous clothing and textile including, khaki greatcoats; BD trousers and blouses; Blue dungaree overalls various sizes; vests; drawers; shirts; poncho and groundsheets; mattresses; blankets; carpets; webbing packs; haversacks; scrap webbing, hessian, mixed rags; tubular stacking chairs; armchairs; dining chairs; dressing tables; filing cabinets; chests of drawers and other items of household and office furniture; fire fighting equipment including, Bedford Fire Tenders; Coventry Climax Featherweight pumps; delivery and suction hose; firemen's axes; shell and mine dressings; bandages; sisal and manila rope; Austin Gipsys; a few fork lift trucks; Caterpillar D4 tractors and spares; two 8-ton Tasker semi trailers; oxyacetylene outfits; 5-ton ratchet jacks; wooden and steel pallets; vehicle spares; miscellaneous hand tools including large quantity of twist drills, various sizes; electrical equipment and spares; and many items of other general stores.

December 1 and 2	**Vehicles, plant equipment, textiles, clothing furniture**	**Regional Depot, Ordnance Support Unit RAOC, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH (Tel. 053-2 20898)**

VEHICLES: Land Rovers; Austin Gipsy Pick-Ups; Bedford coaches; mobile kitchens; trailers and trailer pumps; Mack gritters and Ford Snogo; Bedford fire tenders; Coventry Climax featherweight pumps; PLANT EQUIPMENT: diesel and electric fork lift trucks; pallet transporters; drilling and grinding machines; welding equipment; compressors; transporting and lifting equipment; presses; degreasing plant; gravity roller conveyor; laboratory equipment; cable; tyres; electrical signal and wireless equipment; tool kits; and hand tools; fire fighting equipment including suction and delivery hose, collecting heads, nozzles, strainers, branch pipes, adaptors, diffusers, etc.; hydraulic and screw jacks; household and kitchen equipment; ropes; asbestos blankets; bandages, dressings; hurricane lamps; extending ladders; shovels, etc.; TEXTILES: tents; canvas; haversacks; packs; carpets; curtains; webbing; kit bags; camping equipment; white and coloured blankets; CLOTHING: denim trousers and blouses; firemen's trousers and tunics; leggings; berets; battle dress blouses and trousers; greatcoats; skirts; women's leather shoes; raincoats, etc.; HOUSEHOLD AND OFFICE FURNITURE: chairs; tables; wardrobes; lockers; chests of drawers; desks; beds; large quantities of other general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior and up to date of sale, price 1s. 0d. (postal order only)

SALE BY TENDER

MACHINE TOOLS

Single spindle automatics; bench drill; internal and centreless grinders; centre and capstan lathes; universal miller; presses; chronologs, etc. Located at Radway Green, Cheshire. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales (Supply), Sales (S) 6 a iv, First Avenue House, High Holborn, London, WC1V 6HE. Tenders must be returned by 10 a.m., December 10, 1970.

DEPARTMENT OF THE ENVIRONMENT

1970	Description of goods	Location	Auctioneers
November 25	Office and miscellaneous furniture and equipment	Ministry of Public Building & Works Supplies Division Stores, Bay 5, Ashton Vale Road, Bristol 3	Stanley Alder & Price, 7 St. Stephens Street, Bristol 1

Catalogues direct from Auctioneers. View Days 9.0 a.m.-4.30 p.m. day preceding sale

Sale by Tender

To purchase, dismantle and remove temporary wooden structures comprising: Block 'A' – Stabling, approx. 17,000 sq. ft.; Block 'B' – Stabling, approx. 14,000 sq. ft.; Block 'C' – Riding School, approx. 7,500 sq. ft.; Block 'D' – Veterinary Lines, approx. 2,000 sq. ft.

Applications for tender documents should be made to the Department of the Environment, 71-73 Southwark Street, London, S.E.1, and not later than Friday, November 27, 1970

Government Publications

required by customers in Wales may be obtained quickly from

Her Majesty's Stationery Office, 109 St. Mary Street, Cardiff, CF11 JW

Overseas Development Institute

Publication 12th November: **DEVELOPMENT GUIDE** *(revised edition)*

A directory of non-commercial organisations in Britain actively concerned in overseas development and training. 210 organisations are listed with a description of their aims, services provided, research activities and publications. *255 pp., index, £2.50* Published by George Allen & Unwin.

Available from booksellers or from **Research Publications Services Ltd.,** 11 Nelson Road, Greenwich, London, S.E.10. Tel. 858 1717/7768.

Statistics

Symbols used in all statistical tables are:—

.. not available	r revised
► nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal dis-posable income	Total consumers' expenditure		Retail sales		Manu-facturing industry	Distri-butive and service industries	Dwell-ings	Public sector excluding dwellings		Manu-facturing industry	Whole-salers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	113	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101	133	124	122	138	142	184	-37	13	22
1968	116	119·8	135	135	112	104	140	130	143	145	142	157	23	75	41
1969	117	122·9	143	142	113	103	135	135	146	130	130	276	194	-17	36
1968															
3rd quarter	116	120·7	135	135	112	103	138	129	143	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104	145	146	159	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102	132	124	136	135	134	96	104	1	9
2nd quarter	116	123·3	141	141	113	104	133	136	145	129	127	65	33	- 3	—
3rd quarter	118	123·2	143	144	113	103	136	141	152	130	128	23	-12	- 6	10
4th quarter	119	123·5	147	146	114	103	136	140	152	127	131	92	70	- 9	16
1970															
1st quarter	117	123·7	149	148	114	103	132	138	140	115	131	-25	45	- 7	-41
2nd quarter	119	122·8	154	153	116	104	140	145	156	120	136	68	33	8	7
3rd quarter						105									
1970															
March		125				103									
April		125				103									
May		121				105									
June		123				105									
July		123 p				104									
August		125 p				105									
September						104									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engin-eering industries orders on hand (end period)	Retail price Index		Wholesale price index non-food manu-facturing industry		Basic hourly wage rates (all in dustries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manu-factured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	107·0	*3·3*	103·9	101·9	148·6	362	221	24,566	114	105	-395
1965	123	112·1	*4·8*	106·8	104·6	157·9	308	265	24,785	115	113	- 77
1966	118	116·5	*3·9*	110·2	107·3	168·5	323	255	24,834	119	122	43
1967	108	119·4	*2·5*	108·4	108·2	175·3	512	174	24,475	129	126	-312
1968	108	125·0	*4·7*	120·5	112·4	187·3	541	188	24,331	159	150	-319
1969	117	131·8	*5·4*	125·0	115·9	197·4	535	200	24,308	167	169	416
1968												
3rd quarter	104	125·7	*5·6*	119·3	112·8	187·7	547	189	24,292	161	154	- 27
4th quarter	108	127·2	*5·6*	120·4	113·1	191·0	532	202	24,348	160	159	- 63
1969												
1st quarter	111	129·7	*6·2*	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	*5·4*	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	*5·0*	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	*5·1*	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	119	136·2	*5·0*	130·1	120·6	209·0	561	192	24,280	172	180	153
2nd quarter	123	139·5	*5·8*	129·2	123·6	213·8	563	187		183	182	53
3rd quarter		141·1	*6·9*	126·8 p	125·5 p	219·0	592	185		177	174	
1970							567	188		180	187	
April	119	139·1	*5·6*	130·4	122·9	211·8	560	187		176	174	
May	119	139·5	*6·1*	129·3	123·6	214·3	561	187		192	185	
June	123	139·9	*5·9*	128·0	124·2	215·4						
July	124 p	140·9	*6·7*	127·5	125·0	217·1	593	186		143	185	
August	126 p	140·8	*6·8*	126·0 r	125·6 p	219·3	593	184		195	140	
September		141·5	*7·0*	126·8 p	126·0 p	220·5	589	187		192	199	
October							576	184				

† Not seasonally adjusted

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for September

THE MARKED RISE in export unit values this year continued in the third quarter. The index rose further in September, and the average for the third quarter was not quite 2 per cent up on the second quarter. Compared with a year earlier it was 6 per cent higher. The import unit value index increased in September but has shown little net change since the spring after a previous strong rise. The index for the third quarter was the same as for the second but 4 per cent higher than a year earlier. Reflecting these movements in export and import unit values, the terms of trade index increased to 103 in the third quarter and 104 in August-September, com-

Table 1. United Kingdom import and export unit value index numbers (unadjusted) 1961 = 100

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	104	103	100	102	102	106	104	101
1964	107	115	103	95	105	106	108	106	101	107	107	107	105	99
1965	107	113	102	90	109	109	105	109	104	109	113	110	108	102
1966	109	114	103	84	114	113	107	114	106	111	120	114	113	104
1967	109	113	99	92	116	114	102	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	108	126	113	115	131	128	128	102
1969	126	124	115	100	142	127	114	130	116	122	139	131	131	101
1967 1st quarter	108	115	100	82	116	114	104	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	103	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	102	118	108	111	123	120	117	103
1968 1st quarter	120	120	104	108	134	121	108	123	111	113	130	124	126	101
2nd quarter	121	120	108	108	135	123	109	126	113	115	134	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	133	132	129	103
4th quarter	123	122	110	106	137	126	109	129	116	117	132	132	130	103
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130	103
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131	102
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131	101
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132	100
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134	100
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137	101
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139	103
1969 July	126	125	116	100	143	128	116	131	117	122	139	132	131	102
August	126	124	115	100	143	128	115	131	118	122	139	132	131	102
September	128	126	117	100	146	128	115	131	118	122	141	132	130	100
October	129	128	116	99	147	129	114	132	118	122	143	133	131	100
November	130	128	117	98	149	129	114	132	118	122	144	134	133	100
December	130	128	117	97	150	130	115	133	117	124	146	133	132	100
1970 January	130	128	118	96	151	130	116	133	118	124	147	133	133	100
February	131	129	120	96	151	131	116	134	119	125	152	134	133	100
March	131	130	120	95	151	132	117	135	120	124	153	135	135	101
April	132	131	121	95	152	133	117	136	123	125	155	136	135	101
May	132	131	121	95	152	134	116	137	123	126	154	137	137	101
June	132	133	122	96	150	135	118	138	123	126	156	138	137	102
July	133	133	122	96	151	135	119	139	124	125	156	139	138	102
August	131	132	121	97	148	136	119	140	124	126	156	140	139	104
September	132	133	121	98	148	137	119	140	126	126	156	141	140	104

† Exports Unit Value as a percentage of the Import Unit Value index

(*Continued on next page*)

VALUE AND VOLUME INDEX NUMBERS, *continued*

pared with 101 in the second quarter and in the third quarter of last year. The unit values of exports and imports for individual months in the third quarter may have been affected by distortions to the normal pattern of trade resulting from the dock strike.

The rise in the export unit value index between the second and third quarters was a little less than the increase between the first two quarters of this year. The indices for all broad groups of commodities rose in the third quarter, with that for machinery and transport equipment, where unit values of electrical machinery have been rising particularly sharply, showing the largest increase. The index for metals, which increased rapidly over the past year, steadied in the third quarter and fell back a little in September. This was due to a reduction in the unit values of copper exports and doubtless reflects the earlier decline in import unit values.

The absence of significant net change in the import unit value index in the third quarter reflected differing trends in the main sectors. There was a sharp drop in non-ferrous metal prices which began in May and was particularly pronounced in the following three months; in September, with the fall in unit values of copper moderating while unit values of some other non-ferrous metals increased, the overall fall was less sharp. The unit value indices for all major groups of imports other than manufactured goods (which includes non-ferrous metals) rose between the second and third quarters. In the food, drink and tobacco group falls in the unit values of fruit and vegetables (mainly due to seasonal factors) and coffee, tea, etc., were out-weighed by increases elsewhere, particularly for meat, cereals and dairy products. The unit value index for fuel imports increased by nearly 2 per cent in the third quarter, probably as a result of higher freight rates; this was the first quarter for more than two years in which the index had risen.

United Kingdom trade in the third quarter and the effects of the

Table 2. United Kingdom import and export volume index numbers (unadjusted) **1961 = 100**

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	168	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	186	123	126	148	187
1967 1st quarter	134	106	98	180	167	127	122	128	155	102	113	126	143
2nd quarter	135	107	101	162	176	127	123	128	163	99	118	125	136
3rd quarter	126	100	104	150	156	112	112	112	140	88	103	103	139
4th quarter	136	106	105	178	170	108	117	107	133	90	96	100	126
1968 1st quarter	149	116	109	171	198	134	128	136	167	107	118	133	152
2nd quarter	144	104	112	186	189	133	125	134	174	107	121	131	147
3rd quarter	143	102	114	175	191	132	139	131	164	109	114	120	166
4th quarter	147	110	111	180	196	142	152	140	169	120	123	134	168
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
1969 July	159	108	115	191	227	157	133	161	193	122	128	160	194
August	139	88	113	170	196	146	128	151	180	119	122	142	200
September	137	99	99	166	188	147	140	149	189	120	125	136	195
October	160	108	117	213	222	153	160	152	202	132	137	144	168
November	140	101	99	178	191	168	155	170	195	140	147	162	215
December	149	106	111	199	202	160	148	162	191	134	136	155	200
1970 January	156	110	116	215	205	152	144	153	190	131	128	147	183
February	144	96	99	190	204	148	138	148	181	124	125	142	177
March	151	107	100	188	216	164	140	169	210	142	135	163	206
April	168	110	114	214	244	163	149	165	212	141	145	164	171
May	155	96	104	200	230	157	137	161	205	132	144	152	186
June	168	108	128	197	245	163	159	164	210	142	147	155	187
July	131	80	72	203	195	163	151	165	217	142	147	157	186
August	152	108	122	189	204	105	98	105	137	90	68	99	144
September	165	108	120	219	232	154	170	152	200	143	133	139	182

dock strike are discussed in the article on trade in the third quarter of 1970 which was published in *Trade and Industry* of November 4, 1970.

Notes:

a. The volume index numbers for exports do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969).

b. This series of index numbers, based on 1961 = 100, was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted) 1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1967 1st quarter	132	132	105	97	172	165	164	128	129	128	157	105	116	123	146
2nd quarter	134	133	108	102	158	170	166	123	123	123	157	98	114	119	138
3rd quarter	128	126	102	102	153	159	157	119	120	119	148	92	110	113	140
4th quarter	135	134	102	105	181	175	172	106	106	105	133	85	92	101	121
1968 1st quarter	146	144	114	109	162	195	191	134	132	135	167	108	120	131	153
2nd quarter	142	141	106	112	178	185	179	130	126	131	168	106	117	125	150
3rd quarter	147	144	105	112	180	197	190	139	147	138	171	113	121	131	165
4th quarter	148	144	106	111	184	202	190	140	140	140	169	115	119	135	163
1969 1st quarter	146	143	103	110	192	198	187	138	128	140	170	116	118	131	180
2nd quarter	151	146	109	108	181	210	197	148	141	151	181	123	120	147	185
3rd quarter	149	146	102	107	181	210	201	158	141	162	195	125	131	159	197
4th quarter	149	147	100	108	200	208	204	157	143	158	196	129	134	154	185
1970 1st quarter	151	151	105	109	194	208	207	157	147	158	197	136	134	150	190
2nd quarter	159	158	102	115	196	227	225	156	146	158	199	136	139	148	187
3rd quarter	152	152	102	104	208	215	215	147	146	147	190	129	122	142	167
1969 July	151	147	107	107	185	213	200	150	137	154	191	117	121	151	186
August	149	145	97	109	182	213	202	164	148	169	200	130	138	166	202
September	147	145	103	106	177	205	200	159	139	164	195	127	135	159	203
October	150	147	96	111	204	209	202	158	152	158	203	128	133	152	184
November	147	146	98	106	200	205	200	157	139	159	190	129	135	155	187
December	150	149	104	106	196	211	209	155	137	159	194	129	134	155	184
1970 January	147	147	104	108	199	199	198	160	152	159	199	138	137	150	192
February	152	152	103	109	192	213	211	151	144	153	189	130	134	146	183
March	154	153	108	109	191	213	212	159	146	162	202	140	133	154	196
April	157	157	104	111	193	223	222	161	149	162	200	139	138	157	189
May	153	152	97	107	193	221	219	149	136	150	195	128	132	137	189
June	167	166	107	127	203	236	234	158	155	160	203	141	146	151	183
July	123	123	78	67	197	180	179	158	156	159	213	140	140	149	181
August	168	168	122	123	211	230	230	118	115	117	152	99	82	117	135
September	165	165	107	121	217	236	236	166	168	165	206	149	142	159	184

(*Table* 4 *on next page*)

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, November 6, 1970. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Mining Review No. 3 - 24th Year	Br/E 35126	9	November 3	Data Film Distributors Ltd.	National Coal Board.
Movietone News 2161	Br/E 34937	8	November 6	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2161A	Br/E 34938	8	November 6	" "	" "
				FOREIGN	
She Comes In Colours Everywhere She Is Like a Rainbow	F 35127	20	November 3	MGM-EMI Distributors Ltd.	MM Chanowski Productions NV, Amsterdam.
L'Aveu (The Confession)	F 35128	139	November 3	Warner Bros. Distributors Ltd.	Films Corona S.r.l., Paris, Films Pomereu, Paris and Fonoroma Selenia Cinematografica, Rome.

VALUE AND VOLUME INDEX NUMBERS, *continued*

Table 4. United Kingdom trade in sterling and United States dollars, 1966-70 (seasonally adjusted)

Sterling basis	Exports† f.o.b.	Imports Total	C.i.f. excl. USMA	Visible trade balance§
				£ million
1966	5,315	5,949	5,947	- 32
1967	5,309	6,437	6,393	- 454
1968	6,564	7,897	7,752	- 535
1969	7,382	8,315	8,128	- 80
1966 1st quarter	1,301	1,521	1,521	- 67
2nd quarter	1,253	1,486	1,486	- 81
3rd quarter	1,345	1,539	1,539	- 40
4th quarter	1,417	1,403	1,401	+ 156
1967 1st quarter	1,412	1,577	1,574	- 8
2nd quarter	1,348	1,590	1,574	- 93
3rd quarter	1,334	1,557	1,546	- 54
4th quarter	1,215	1,713	1,699	- 299
1968 1st quarter	1,595	1,942	1,922	- 140
2nd quarter	1,550	1,925	1,900	- 192
3rd quarter	1,685	1,998	1,961	- 110
4th quarter	1,734	2,033	1,969	- 93
1969 1st quarter	1,731	2,029	1,978	- 89
2nd quarter	1,823	2,099	2,033	- 48
3rd quarter	1,894	2,086	2,039	+ 30
4th quarter	1,934	2,101	2,078	+ 28
1970 1st quarter	1,968	2,141	2,136	+ 26
2nd quarter	1,986	2,274	2,265	- 86
3rd quarter p	1,902	2,201	2,200	- 86

Dollar basis	Exports f.o.b.†	Imports Total	C.i.f. excl. USMA	Visible trade balance§
				$ million
1966	14,882	16,657	16,652	- 88
1967	14,642	17,702	17,581	-1,208
1968	15,754	18,953	18,605	-1,283
1969	17,717	19,956	19,507	- 192
1966 1st quarter	3,643	4,259	4,259	- 186
2nd quarter	3,508	4,161	4,161	- 228
3rd quarter	3,766	4,309	4,309	- 111
4th quarter	3,968	3,928	3,923	+ 438
1967 1st quarter	3,954	4,416	4,407	- 24
2nd quarter	3,774	4,452	4,407	- 260
3rd quarter	3,735	4,360	4,329	- 151
4th quarter	3,183	4,471	4,434	- 770
1968 1st quarter	3,828	4,661	4,613	- 335
2nd quarter	3,720	4,620	4,560	- 460
3rd quarter	4,044	4,795	4,706	- 265
4th quarter	4,162	4,879	4,726	- 223
1969 1st quarter	4,154	4,870	4,747	- 214
2nd quarter	4,375	5,038	4,879	- 116
3rd quarter	4,546	5,006	4,894	+ 71
4th quarter	4,642	5,042	4,987	+ 67
1970 1st quarter	4,723	5,138	5,126	+ 63
2nd quarter	4,766	5,458	5,436	- 206
3rd quarter p	4,565	5,282	5,280	- 206

† Including adjustments for special factors affecting the recording of exports.
§ Excluding transactions relating to United States military aircraft financed by Exim bank credit.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for August 1970 was 118. This represents an increase of 5 per cent on the index for August 1969, the base index being 100 in 1965.

All the main groups showed increases, with the exception of miscellaneous non-food shops, but the estimated volume of sales (adjusted for price increases) decreased by 1 per cent as compared with August 1969. The percentages indicated hereunder do not reflect adjustments for price increases.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week and percentage increase compared with a year earlier

1965 = 100

	All kinds of business		Food shops		Non-food shops									
					Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
1966	102		106		99		98		98		102		92	
1967	103	1	109	3	100	1	95	-3	99	1	103	2	94	3
1968	109	6	118	8	104	4	100	4	106	7	107	3	101	7
1969	114	4	125	6	107	3	104	4	109	3	108	2	104	3
1968 2nd quarter	109	6	119	7	103	5	97	3	107	13	107	3	96	9
3rd quarter	107	6	115	7	103	5	93	3	103	6	110	4	93	8
4th quarter	115	5	125	12	109	1	115	4	104	-6	104	—	124	5
1969 1st quarter	109	3	126	11	98	-3	92	-1	96	-12	104	-2	88	-4
2nd quarter	115	5	128	8	106	3	103	6	113	6	107	—	102	7
3rd quarter	111	4	120	5	106	3	96	3	110	7	113	2	95	2
4th quarter	121	5	127	1	117	7	125	9	116	11	110	6	132	6
1970 1st quarter	115	6	128	1	107	9	105	14	108	12	112	7	96	9
1969 August	113	3	125	8	105	—	92	—	110	5	115	-1	89	—
September	105	3	115	—	99	6	91	1	104	8	103	9	94	-1
October	113	3	123	1	107	4	108	6	114	4	103	—	112	11
November	115	4	127	—	108	7	123	12	106	7	102	5	106	3
December	135	7	130	2	137	11	144	7	128	23	126	12	178	6
1970 January	115	2	121	-1	112	4	114	8	120	9	115	3	87	-6
February	114	7	129	1	106	12	100	16	108	17	111	7	94	26
March	116	9	134	4	105	13	102	18	95	10	109	13	107	9
April	118	4	134	2	108	5	103	4	109	3	111	5	110	12
May	125	6	127	-2	123	11	125	16	118	4	129	14	100	-4
June	117	4	128	3	110	4	113	9	124	3	106	3	107	2
July	122	5	127	5	119	5	112	7	129	12	126	5	96	-5
August	118	5	133	7	109	3	108	17	132	20	107	-7	93	5

Government Publications

required by customers in the Midlands may be obtained quickly from
Her Majesty's Stationery Office, Brazennose Street, Manchester, 2

Retail trade in September

THE VOLUME of retail trade in the third quarter of 1970, after allowing for seasonal influences, was ½ per cent higher than in the second quarter. Most of the increase was attributable to a sharp rise in sales by durable goods shops; sales by clothing and footwear shops maintained their higher second quarter level, and there was a further small rise in sales by other non-food shops. Sales by food shops showed little change.

The seasonally adjusted index of the volume of sales in September was 104 (1966=100), 1 per cent less than in August, but in unrounded terms not significantly different from the three months May-July.

RETAIL SALES

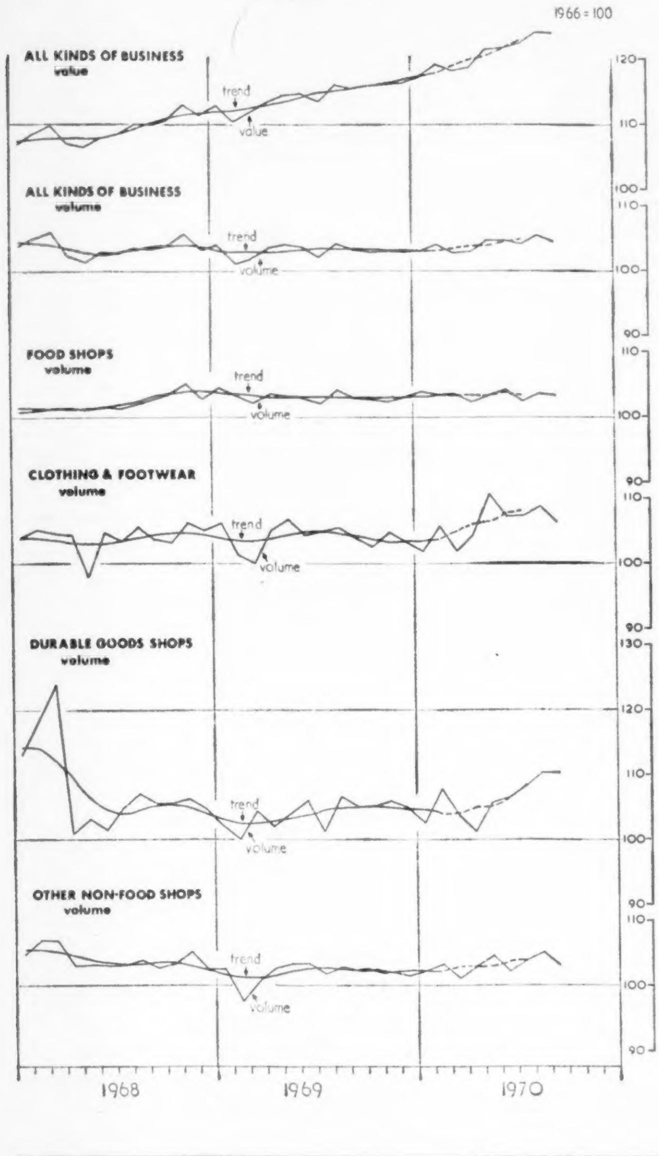


Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
(Sales in 1966 - £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	101	101	102	100	103	102
1968	104	102	105	104	108	104
1969	103	103	103	104	104	102
1968 4th quarter	104	104	104	105	105	104
1969 1st quarter	102	103	101	102	102	100
2nd quarter	104	103	104	105	104	103
3rd quarter	103	103	103	105	104	102
4th quarter	103	103	103	103	105	102
1970 1st quarter	103	104	103	103	105	102
2nd quarter	104	103	105	107	105	103
3rd quarter	105	103	106	107	109	104
Percentage increase 3rd quarter 1970 on 2nd quarter 1970	—	—	*1*	—	*5*	*1*
1970 January	103	104	102	102	102	102
February	104	103	105	106	108	103
March*	103	103	102	102	104	101
April	103	102	103	105	101	103
May	105	103	106	112	106	105
June*	105	104	105	107	106	102
July	104	102	105	107	108	104
August	105	103	107	109	110	105
September*	104	103	105	106	110	103

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
Sales in 1966 - £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	103	103	103	102	104	103
1968	109	108	110	107	113	111
1969	114	115	114	112	113	115
1968 4th quarter	112	111	111	109	112	112
1969 1st quarter	112	114	110	108	110	111
2nd quarter	114	115	114	113	113	115
3rd quarter	115	116	114	113	113	115
4th quarter	116	117	115	113	116	117
1970 1st quarter	118	120	117	114	117	119
2nd quarter	121	121	121	120	119	121
3rd quarter	124	123	124	122	127	125
Percentage increase 3rd quarter 1970 on 2nd quarter 1970	*2*	*2*	*3*	*1*	*7*	*3*
1970 January	117	119	116	112	115	118
February	119	119	119	117	120	120
March*	118	120	117	113	116	118
April	119	119	119	117	116	120
May	121	120	122	124	121	123
June*	122	122	121	120	121	121
July	122	122	123	121	125	124
August	124	123	125	124	128	126
September*	124	124	124	122	127	124

All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by September 1970 sales was the five weeks from August 30, 1970 to October 3, 1970, the corresponding period in 1969 was from August 31, 1969 to October 4, 1969. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(†) Including department stores and mail order businesses.

Official reserves during October

HM TREASURY announce that the United Kingdom official reserves rose by £30 million during October to stand at £1,141 million at the end of the month.

Cinema admissions and takings in July

DURING JULY, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 4.02 million and the weekly average of gross box office takings was £1.21 million.

Hire Purchase and other instalment credit business in September

THE UPWARD TREND of instalment credit business, which started in the third quarter of 1969, continued in the third quarter of this year. Instalment credit advanced by finance houses, after allowing for seasonal factors, increased by 8 per cent compared with the second quarter. Instalment credit sales by durable goods shops (at current prices) increased by 5 per cent.

Total debt outstanding to finance houses and retailers (including 'other instalment credit retailers' – see Note below) rose by £24 million during the third quarter, in seasonally adjusted terms, and at the end of September was £56 million (4.5 per cent) more than a year earlier.

Finance houses

Credit advanced by finance houses in September was 25 per cent more than in the same month last year: for the third quarter as a whole the increase was 20 per cent, following 18 per cent in the second quarter and 9 per cent in the first. Credit extended for new cars in the third quarter was 17 per cent more and for used cars 9 per cent more than in the corresponding period of 1969, not very different from the rises recorded in the second quarter. There were also increases in all other categories of finance house business, the largest (81 per cent) being for 'other goods'. This category, which has been growing rapidly, includes 'personal loans' not recorded by finance houses as being for the purchase of specific goods.

With credit extended again exceeding repayments, debt owed directly to finance houses rose by £18 million during the quarter in seasonally adjusted terms; and at the end of September was £33 million (4 per cent) more than a year earlier.

Durable goods shops and department stores

Instalment credit sales by durable goods shops in September were 13 per cent more by value than in the corresponding period in 1969: for the third quarter as a whole the rise was 14 per cent. Within this, instalment credit sales by radio and electrical goods shops were up by 19 per cent on a year earlier, following increases of 15 per cent in both the first and second quarters, but an 18 per cent increase for furniture shops in the third quarter followed much smaller rises earlier in the year.

Credit sales by department stores were 13 per cent more by value in the third quarter than a year before, following much smaller increases in recent quarters.

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Retailers (†)	By Finance Houses		
1966	1,404	735	669	1,533	-129
1967	1,496	750	746	1,532	- 36
1968	1,574	805	769	1,529	45
1969	1,504	803	701	1,520	- 16
1966 1st quarter	391	190	201	390	1
2nd quarter	377	187	190	390	- 13
3rd quarter	329	182	147	375	- 46
4th quarter	307	176	131	378	- 71
1967 1st quarter	323	178	145	372	- 49
2nd quarter	343	181	162	383	- 40
3rd quarter	403	190	213	387	16
4th quarter	427	201	226	390	37
1968 1st quarter	427	212	215	392	35
2nd quarter	362	194	168	381	- 19
3rd quarter	387	200	187	376	11
4th quarter	398	199	199	380	18
1969 1st quarter	363	194	169	373	- 10
2nd quarter	366	200	166	375	- 9
3rd quarter	377	201	176	381	- 4
4th quarter	398	208	190	391	7
1970 1st quarter	394	207	187	384	10
2nd quarter	407	210	197	390	19
3rd quarter	432	219	213	408	24

(†) Durable goods shops, departmental stores, other general stores, general mail order houses and co-operative societies, non-durable goods departments.

Table 1. Hire purchase and other instalment credit business

	Increase in debt outstanding to finance houses and retailers (†) £ million		Finance Houses: New instalment credit extended per calendar month (Index 1966 = 100)		Finance Houses: Increase in debt £ million		Durable Goods Shops: Instalment credit sales per week (Index 1961 = 100)		Durable Goods Shops: Increase in debt £ million	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966	-129		*100*		-84		*93*		-51	
1967	- 36		*111*		-15		*94*		-30	
1968	45		*115*		26		*102*		2	
1969	- 16		*105*		-21		*94*		- 5	
1966 1st quarter	-29	1	118	*120*	4	3	97	*104*	-13	- 5
2nd quarter	7	-13	129	*114*	24	- 5	90	*95*	-15	-11
3rd quarter	-58	-46	89	*88*	-36	-33	86	*88*	-15	-15
4th quarter	-49	-71	64	*78*	-76	-49	97	*83*	- 8	-20
1967 1st quarter	-77	-49	87	*86*	-39	-41	81	*87*	-18	-12
2nd quarter	-24	-40	113	*96*	- 4	-27	83	*88*	-13	-11
3rd quarter	5	16	129	*128*	20	21	93	*96*	- 8	- 8
4th quarter	60	37	117	*135*	8	32	122	*105*	9	1
1968 1st quarter	5	35	129	*128*	25	24	111	*120*	- 1	4
2nd quarter	—	-19	116	*101*	9	-18	86	*92*	- 6	- 3
3rd quarter	- 3	11	113	*112*	7	9	96	*99*	- 1	—
4th quarter	43	18	101	*118*	-15	11	113	*98*	10	1
1969 1st quarter	-39	-10	102	*102*	- 7	- 9	87	*93*	-10	- 5
2nd quarter	7	- 9	114	*99*	9	-17	88	*93*	- 1	2
3rd quarter	-18	- 4	106	*105*	- 2	1	91	*94*	- 2	- 2
4th quarter	34	7	96	*113*	-21	4	113	*97*	8	—
1970 1st quarter	-22	10	112	*111*	—	*- 1*	94	*101*	- 5	2
2nd quarter	36	19	135	*118*	38	12	96	*102*	- 1	1
3rd quarter	8	24	127	*127*	16	18	103	*107*	1	2
1970 April	14	5	141	*125*	17	5	93	*99*	—	1
May	17	11	130	*112*	11	*3*	97	*99*	1	1
June	5	3	135	*115*	10	4	97	*107*	- 2	- 1
July	- 3	3	133	*127*	5	4	103	*104*	—	- 1
August	10	13	125	*119*	11	7	102	*112*	1	3
September	1	8	124	*136*	—	7	104	*105*	—	—
3 months ended June 1970	36	19	135	*118*	38	12	96	*102*	- 1	1
3 months ended September 1970	8	24	127	*127*	16	18	103	*107*	1	2
Percentage increase			*- 6*	*8*			*8*	*5*		

(†) Durable goods shops, departmental stores, other general stores, general mail order houses and co-operative societies, non-durable goods departments.

Other instalment credit retailers

Instalment credit sales in September by general mail order houses, which account for over three-quarters of the credit business of this group of retailers, were 10 per cent more than in September 1969, the same movement as for the third quarter as a whole. In the second quarter the increase had been 7 per cent.

Debt outstanding to this group of retailers increased by £3 million during the third quarter in seasonally adjusted terms.

Note

The increases in debt outstanding shown in the first two columns of Table 1 and the figures of new credit, repayments and the increase in debt outstanding shown in Table 2 now include for the first time the business of 'other instalment credit retailers'. Hitherto, these series have covered only finance houses, durable goods shops and department stores, but 'other instalment credit retailers' have been included in the grand total of debt outstanding in Table 3 and in the index numbers of instalment credit sales in Table 4.

'Other instalment credit retailers' comprise general stores (other than department stores), general mail order houses and Co-operative Societies' non-durable goods departments. The monthly series for these retailers date only from October 1964, but are now long enough to permit seasonal adjustment.

Table 3. Hire purchase and other instalment credit outstanding

£ million end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
	1970	246	244	240	240	241	239	239	240	240			
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
	1970	30	30	28	28	28	28	29	28	29			
Finance houses	1966	881	884	885	894	905	909	915	898	873	849	827	797
	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
	1970	780	783	787	804	815	825	830	841	841			
Total	1966	1,239	1,238	1,230	1,234	1,242	1,238	1,241	1,217	1,186	1,157	1,134	1,104
	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,082	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069	1,069	1,063
	1970	1,056	1,057	1,055	1,072	1,084	1,092	1,098	1,109	1,110			
Other instalment credit retailers†	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
	1970	226	223	218	215	220	217	208	207	207			
GRAND TOTAL	1966	1,419	1,412	1,402	1,405	1,415	1,409	1,408	1,380	1,351	1,327	1,314	1,302
	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295
	1970	1,282	1,280	1,273	1,287	1,304	1,309	1,306	1,316	1,317			

†Comprising general stores (other than department stores), general mail order houses and co-operative non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier*

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§)		Durable Goods Shops Total (†)		Department Stores		Other Instalment Credit Retailers					
							Other General Stores (‡)		General Mail Order Houses		Co-operative Societies non-durable goods departments	
	(£673)		(£303)		(£54)		(£72)		(£201)		(£43)	
1966	124	- 3	93	-17	103	- 1	125	- 6	184	11	93	- 2
1967	128	3	94	2	108	5	119	- 4	195	6	92	- 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	- 1	94	- 7	118	3	117	- 3	219	4	91	- 2
1966 1st quarter	115	2	97	- 9	95	8	96	-12	162	14	71	- 1
2nd quarter	119	—	90	-14	97	1	120	2	176	8	86	- 5
3rd quarter	111	- 6	86	-19	92	- 6	108	- 7	160	8	83	- 5
4th quarter	152	- 7	97	-26	128	- 5	176	- 6	237	6	134	1
1967 1st quarter	108	- 6	81	-17	89	- 6	90	- 6	170	5	69	- 2
2nd quarter	118	- 1	83	- 8	96	- 1	110	- 8	186	6	84	- 3
3rd quarter	116	5	93	7	100	8	103	- 4	167	4	82	- 1
4th quarter	170	12	122	25	148	15	175	- 1	256	8	131	- 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	- 1	175	5	84	2
4th quarter	173	2	113	- 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	-10	87	-22	98	- 7	89	- 7	187	- 1	65	- 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	- 6	107	4	95	- 7	187	7	83	- 1
4th quarter	178	3	113	- 1	156	5	175	1	294	6	131	- 1
1970 1st quarter	126	8	94	8	100	3	90	1	207	11	67	4
2nd quarter	138	7	96	9	118	5	115	2	225	7	88	3
3rd quarter	134	11	103	14	121	13	100	6	206	10	81	- 3
1970 April	140	12	93	12	114	—	107	5	243	17	81	- 4
May	139	3	97	6	131	7	126	—	220	2	94	1
June*	134	6	97	11	111	9	111	2	214	3	90	11
July	129	10	103	14	141	21	108	9	182	6	84	6
August	131	13	102	15	105	9	95	7	206	15	80	- 2
September	139	10	104	13	118	12	98	2	226	10	79	-10

HIRE PURCHASE, *continued*

Table 4 – *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (‖)		Radio and electrical, etc. goods shops (¶) (£82)	
1966	93	-17	100	-15	82	-19	95	-19	93	-15	94	-15	92	-15	92	-19	76	-21
1967	94	2	104	4	81	- 1	91	- 4	88	- 5	86	- 8	90	- 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1969	94	- 7	107	- 5	78	-10	84	-12	81	-11	79	- 9	82	-12	109	- 4	84	- 7
1966 1st quarter	97	- 9	101	- 9	90	- 9	106	- 7	95	- 2	95	3	96	- 6	97	-14	85	- 9
2nd quarter	90	-14	97	-13	79	-14	96	-14	91	-10	93	-11	89	- 8	88	-17	73	-18
3rd quarter	86	-19	96	-16	73	-23	84	-24	88	-18	90	-17	86	-18	85	-19	66	-24
4th quarter	97	-26	106	-22	86	-30	93	-31	98	-26	98	-28	98	-25	98	-24	81	-30
1967 1st quarter	81	-17	88	-13	71	-21	79	-26	76	-21	73	-23	78	-18	85	-12	70	-18
2nd quarter	83	- 8	93	- 5	69	-12	80	-16	76	-16	74	-20	79	-11	89	1	68	- 6
3rd quarter	93	7	103	8	78	7	89	5	84	- 5	79	-12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	- 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	- 1	79	—	86	- 2	109	8	84	4
4th quarter	113	- 7	123	- 8	101	- 4	109	- 7	101	-13	96	-19	107	- 9	125	- 1	104	- 3
1969 1st quarter	87	-22	95	-21	77	-22	78	-27	71	-26	66	-28	77	-24	102	-18	83	-19
2nd quarter	88	2	102	4	69	- 3	77	—	78	- 3	80	—	75	- 7	99	9	71	- 2
3rd quarter	91	- 6	104	- 5	74	- 6	79	-11	77	- 7	74	- 7	79	- 8	105	- 4	79	- 6
4th quarter	113	- 1	127	3	95	- 7	104	- 5	97	- 4	95	- 1	99	- 8	129	3	104	1
1970 1st quarter	94	8	105	10	82	6	80	2	79	10	79	20	79	3	110	7	95	15
2nd quarter	96	9	111	8	76	10	88	15	83	7	86	8	80	6	109	10	82	15
3rd quarter	103	14	118	13	86	16	88	10	91	18	93	25	89	12	118	12	94	19
1970 April	93	12	106	11	75	14	89	11	80	9	85	10	75	9	106	13	83	13
May	97	6	112	5	76	5	92	15	81	—	85	—	78	—	112	9	84	13
June*	97	11	114	9	77	12	85	19	86	10	88	12	85	9	110	9	80	18
July	103	14	112	10	94	23	91	14	97	17	96	20	98	15	112	12	90	24
August	102	15	119	17	81	11	91	15	86	20	89	33	83	9	119	12	97	19
September*	104	13	123	13	83	14	83	4	90	20	93	25	87	15	121	10	94	14

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electrical showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier*

Monthly average 1966 = 100

(£ million 1966)	All goods (£670)		Private cars, new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	- 5	98	- 2	113	13	106	6	96	- 4
1968	115	3	110	- 5	117	—	117	14	109	4	118	23	95	- 3	110	- 3	127	20	117	22
1969	105	- 9	91	-18	101	-14	128	9	77	-29	114	- 4	96	1	105	- 5	107	-16	128	10
1966 1st quarter	118	- 2	130	-11	115	—	118	6	113	- 9	90	-12	87	30	115	1	116	-11	116	13
2nd quarter	129	- 9	142	-18	138	- 5	125	2	154	-22	133	- 1	105	21	114	- 9	101	-17	101	-12
3rd quarter	89	-21	83	-31	89	-23	89	- 4	92	-36	114	- 4	125	5	90	-17	90	-18	90	-14
4th quarter	64	-32	44	-48	58	-36	69	-25	41	-58	63	-17	83	-17	84	-15	94	-27	93	-16
1967 1st quarter	87	-26	83	-36	81	-30	91	-23	53	-53	80	-11	81	- 7	108	- 6	100	-14	94	-19
2nd quarter	113	-13	106	-25	115	-17	114	- 9	138	-10	114	-14	89	-15	127	12	96	- 5	98	- 2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	- 4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	- 4	121	5	121	6	126	- 9	140	22	85	- 5	116	- 9	113	19	121	23
3rd quarter	113	-12	108	-22	123	-19	102	1	128	- 5	141	23	104	-14	98	-12	121	21	105	16
4th quarter	101	-14	92	-31	93	-24	112	7	79	-15	79	9	108	7	104	- 2	139	9	119	19
1969 1st quarter	102	-21	92	-34	96	-27	131	- 2	63	-39	92	-17	85	1	101	-17	116	-14	129	7
2nd quarter	114	- 2	103	1	114	- 6	139	15	93	-26	152	8	95	11	104	-10	99	-13	133	10
3rd quarter	106	- 6	95	-12	105	-14	118	16	90	-30	124	-12	103	- 1	108	10	98	-19	123	17
4th quarter	96	- 5	72	-21	89	- 4	124	10	64	-19	87	9	103	- 5	106	1	116	-16	126	5
1970 1st quarter	112	9	100	9	101	5	142	9	70	12	99	7	91	7	118	17	116	—	154	19
2nd quarter	135	18	119	16	122	7	169	21	109	17	165	9	109	15	141	35	109	10	199	50
3rd quarter	127	20	111	17	115	9	141	20	105	17	160	29	124	20	119	11	116	19	224	81
1970 April	141	18	127	10	130	10	186	31	100	8	160	- 6	118	24	146	38	115	19	177	38
May	130	16	112	15	119	7	159	15	121	27	150	9	89	- 3	138	41	105	2	188	37
June	135	20	118	23	118	5	162	18	106	16	185	25	119	22	137	26	106	10	233	74
July	133	22	96	27	122	8	153	24	114	24	180	33	115	17	137	13	112	9	247	85
August	125	14	132	7	108	5	133	13	99	3	142	41	129	25	107	3	113	22	218	68
September	124	25	106	23	114	15	137	21	103	27	158	17	128	19	114	16	123	26	205	93

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor-cycles but some returns do not distinguish mopeds from pedal cycles.

Activity in the chemicals industry

THIS IS THE FOURTH article in the new quarterly series presenting statistics of the chemical industry. The purpose of this new series is to provide figures relating to various aspects of the industry in as much detail as is practicable and, so far as possible, on a comparable basis. A brief commentary on the tables follows in the paragraphs below.

Production (Table 1)

Following the slowing down in the rate of growth of output in the final quarter of last year and subsequent fall of 2 per cent in the first quarter of this year, output recovered in the second quarter by 4½ per cent. The widespread fall in output during the first quarter was followed by equally widespread rises in the second quarter, the largest among which occurred in such fast-growing sectors as synthetic resins, pharmaceutical chemicals and preparations, and organic chemicals. Large rises were also recorded in fertilizers and other chemicals. Pesticides is the only sector shown in the table where output fell in the second quarter. In spite of this improvement, output in the first six months of the year increased by less than 1 per cent over the second half of 1969. Of the major sectors of the industry, inorganics, the output of which did not fall in the first quarter, showed the best performance in the first half of the year with an increase of 2½ per cent. The overall rate of growth in the first half of 1970 was well below the long-term trend (about 7 per cent a year), and this performance was not very much better than that in manufacturing industry as a whole, where output remained static. Although it now seems unlikely that growth this year will be as high as the long-term trend, provisional and incomplete information suggests that the recovery continued into the third quarter.

Imports and Exports (Tables 2 and 3)

There have been some small revisions to the figures previously published of imports and exports in the first and second quarters of 1970. As a result, total imports in the first half of 1970 show a rise of 14 per cent over the second half of 1969, and 15 per cent over the first half. The corresponding increases in exports are 9 per cent and 19 per cent. In the third quarter of 1970 both imports and exports were lower than in the second quarter. Both figures, but particularly exports, are, however, thought to have been affected by the aftermath of the dock strike in June. It is not possible, therefore, to assess the trends in overseas trade in chemicals in the third quarter.

(*Text continued on next page*)

Table 1. Output

Index numbers 1963 = 100

	1968 MLH	Weights	1964	1965	1966	1967	1968	1969	1969 (seasonally adjusted				1970 (seasonally adjusted)		% Growth rates 1963/69	% Growth rates 1968/69
									1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.		
Inorganic chemicals	271/1	11·2	111	118	119	124	130	133	133	134	134	130	134	137	*4·8*	*2/2*
Organic chemicals	271/1	13·7	112	118	122	127	143	160	150	157	162	170	160	170	*8·1*	*12·1*
Coal tar products		1·9	100	94	90	84	76	67	67	72	64	62	61	64	*- 4·8*	*-11·3*
Monomers		4·5	124	135	147	157	188	225	210	225	230	237	222	234	*14·5*	*19·7*
Other organic chemicals		7·3	109	113	115	119	132	143	135	137	146	156	148	158	*6·2*	*8·8*
Other chemicals	271/3	11·2	111	112	117	124	136	140	143	136	136	145	134	145	*5·7*	*2·5*
Pharmaceutical chemicals and preparations	272	13·0	111	126	145	156	167	189	174	185	200	202	193	205	*11·2*	*12·7*
Toilet preparations	273	3·9	108	110	117	122	121	119	123	121	116	120	121	122	*2·9*	*- 2·2*
Paint	274	7·3	107	107	108	112	118	120	120	121	122	118	123	125	*3·1*	*2·2*
Soap and detergents	275	4·0	102	101	103	104	108	114	111	116	112	117	109	117	*2·2*	*5·6*
Synthetic resins and plastics materials	276/1	10·7	114	123	135	147	169	185	175	185	190	189	183	201	*10·8*	*9·1*
Synthetic rubber	276/2	1·0	122	137	152	160	186	214	200	204	229	228	225	247	*13·6*	*15·4*
Dyestuffs and pigments	277	6·0	116	137	137	137	152	161	163	158	163	160	165	170	*8·2*	*7·1*
Fertilizers	278	4·0	101	100	98	106	107	100	96	107	108	89	96	105	*- 0·4*	*- 7·3*
Other chemical industries	279	14·0	105	113	118	129	129	132	128	128	135	139	128	132	*4·8*	*3·4*
Of which:																
Formulated pesticides, etc.	279/4	1·6	114	121	139	146	166	186	184	178	184	207	189	184	*10·9*	*11·8*
Total	Order V	100·0	110	117	123	130	140	149	145	148	152	153	150	157	6·9	6·6
Total all manufacturing industry			109	112	114	114	121	126	124	126	126	127	127	126	3·9	3·4

Table 2. Imports of the chemical industry: current prices

£ million

	Inorganic Chemicals	Organic Chemicals	Other Chemicals	Pharmaceutical Chemicals	Toilet Preparations	Paint	Soap and Detergents	Synthetic Resins	Synthetic Rubber	Dyestuffs	Fertilizers	Other Chemical Industries	Total
	271/1	271/2	271/3	272	273	274	275	276/1	276/2	277	278	279	
1963	18·5	54·7	32·1	8·4	2·0	1·9	4·0	42·6	10·8	11·2	20·1	12·0	218·4
1964	26·0	71·0	38·0	8·9	2·7	2·2	3·3	53·5	11·7	14·9	18·8	14·2	265·1
1965	29·4	86·0	43·4	13·4	2·8	2·4	3·6	53·6	10·0	15·3	19·6	15·6	295·1
1966	33·1	85·4	43·2	16·4	3·2	2·7	5·0	58·4	11·1	15·7	17·9	61·	309·2
1967	38·0	95·4	44·2	17·5	3·3	3·4	5·7	64·2	13·0	17·9	26·3	19·0	347·9
1968	46·8	118·1	59·1	21·8	4·4	4·5	7·5	81·3	14·6	24·8	29·2	22·8 r	434·9
1969	56·9	136·4	66·6	29·1	4·6	4·8	6·7	91·4	16·8	25·0	24·2	24·1	486·6
1967 1st quarter	10·4	23·8	11·8	4·1	0·8	0·9	1·4	15·6	3·7	4·3	6·6	5·3	88·6
2nd quarter	9·8	25·3	11·5	3·8	0·8	0·9	1·3	16·7	3·4	4·6	6·7	4·9	89·7
3rd quarter	9·2	23·6	10·4	4·3	0·9	0·8	1·4	15·5	2·8	4·1	6·3	4·2	83·5
4th quarter	8·7	22·6	10·5	5·3	0·7	0·8	1·6	16·4	3·1	4·9	6·8	4·8	86·2
1968 1st quarter	12·4	27·6	15·4	5·1	1·2	1·1	1·9	20·1	3·5	5·9	9·3	6·5	110·0
2nd quarter	11·5	28·2	14·8	5·1	1·1	1·2	1·7	20·3	3·7	6·2	6·4	5·3	105·5
3rd quarter	11·1	31·1	14·2	6·5	1·2	1·2	2·2	20·8	3·3	6·6	7·3	5·7	111·2
4th quarter	11·8	31·3	14·8	5·2	0·8	1·0	1·6	20·2	4·0	6·0	6·2	5·1	108·0
1969 1st quarter	13·0	30·7	17·7	6·3	0·8	1·0	1·6	20·3	3·9	6·5	8·0	6·0	115·8
2nd quarter	15·2	34·6	16·8	7·1	1·2	1·3	1·7	24·9	4·6	6·8	5·7	6·3	126·2
3rd quarter	14·3	35·0	15·4	7·7	1·4	1·3	1·7	23·4	4·1	5·7	6·1	6·3	122·4
4th quarter	14·4	36·0	16·7	8·0	1·1	1·3	1·6	22·8	4·2	6·0	4·4	5·6	122·1
1970 1st quarter	17·3 r	37·6	16·9 r	9·6	0·9	1·3	1·3 r	25·1 r	4·5	5·7	7·3	8·1 r	135·5 r
2nd quarter	17·3 r	40·5	19·4 r	8·8	1·4	1·5 r	1·6 r	28·1 r	5·2	6·7	4·4	7·7 r	142·8 r
3rd quarter	16·7	40·4	17·0	9·1	1·6	1·6	1·4	27·3	4·0	7·5	4·9	7·7	139·2

r = revised.

CHEMICAL INDUSTRY, *continued*

Home market prices (Table 4)

The faster upward movement in home market prices for chemicals which began in the second half of 1969 continued during the first half of this year. In the second quarter of this year prices were 2½ per cent higher than six months earlier and 4½ per cent above a year earlier. Between these periods, however, home-market prices of all manufactured goods rose by 4 per cent and nearly 6 per cent respectively. Provisional figures for chemicals for the third quarter show an increase similar to that in the second quarter of about 1¾ per cent. Except for a small dip in the index for pharmaceutical chemicals and preparations in the second quarter, prices on the home market rose in all sectors of the industry during the second and third quarters. Rapid advances occurred in these periods in the prices of dyestuffs and pigments, soap and detergents, toilet preparations, and paint. Smaller, yet significant rises appeared for organic chemicals, and synthetic resins and plastics materials, sectors which until recently have been characterized by their relative long term stability in home market prices.

Capital expenditure (Table 6)

The official series of fixed investment figures have been recently revised to bring them on to the 1968 Standard Industrial Classification. Figures for 1968 and 1969 have been further revised to take account of the provisional results of the 1968 census of production. The new series of fixed capital expenditure by firms in the chemical industry is slightly lower than the old series, and for 1968 shows a small fall in place of a moderate rise. Investment during 1969 increased in volume terms by 11½ per cent over 1968, but allowing roughly for the bunching of expenditure in the final quarter of

Table 3. Exports of the Chemical Industry: current prices

£ million

	Inorganic Chemicals	Organic Chemicals	Other Chemicals	Pharmaceutical Chemicals	Toilet Preparations	Paint	Soap and Detergents	Synthetic Resins	Synthetic Rubber	Dyestuffs	Fertilizers	Other Chemical Industries	(Of which) Pesticides	Photographic Chemicals	Total
	271/1	271/2	271/3	272	273	274	275	276/1	276/2	277	278	279	279/4	279/7	
1963	34·7	58·3	57·0	50·5	10·7	14·0	15·2	61·0 r	7·2 r	30·3	4·9	47·2	10·5	13·4	391·0
1964	38·6	65·2	63·7	55·9	11·3	14·3	15·3	71·2 r	7·8 r	35·6	5·9	51·8	12·1	14·7	436·6
1965	42·6	64·6	70·9	63·0	12·0	14·0	15·3	79·8 r	9·2 r	35·6	8·1	54·3	11·9	16·4	469·4
1966	41·9	69·7	74·3	69·7	13·0	14·1	14·9	86·0 r	10·7 r	36·8	7·8	60·3	15·0	17·2	499·2
1967	41·4	75·4	77·5	74·4	14·0	13·4	16·2	91·5	10·0	37·5	8·4	63·6	17·0	19·1	523·3
1968	50·1	99·3	93·9	91·7	17·3	16·3	18·6	107·0	14·1	45·1	7·5	82·9	21·0	27·3	643·8
1969	51·3	109·8	109·5	111·7	20·4	17·6	22·5	124·1	17·5	50·1	5·4	99·0	26·2	33·5	738·9
1967 1st quarter	11·1	19·1	20·5	19·3	3·4	3·4	4·5	23·2	2·3	9·6	3·0	16·5	4·4	4·6	135·9
2nd quarter	10·9	19·9	22·5	20·2	3·7	3·6	4·2	26·0	2·5	9·7	2·4	18·5	5·8	5·3	144·1
3rd quarter	10·1	17·3	18·2	17·0	3·5	3·3	3·9	21·9	2·6	8·9	2·1	15·5	3·9	5·0	124·3
4th quarter	9·3	19·0	16·3	17·9	3·4	3·0	3·6	20·3	2·6	9·3	1·0	13·1	2·9	4·2	118·8
1968 1st quarter	11·8	23·3	22·4	22·5	4·1	3·9	4·4	24·4	3·6	10·9	2·2	20·5	5·9	6·2	154·0
2nd quarter	13·2	24·9	24·6	24·0	4·2	4·0	4·7	28·2	3·0	10·7	1·4	21·6	5·7	7·1	164·5
3rd quarter	13·0	24·8	23·9	21·2	4·3	4·3	4·9	26·3	3·3	11·9	1·5	20·4	4·9	6·7	159·8
4th quarter	12·1	26·3	23·1	23·9	4·7	4·2	4·7	28·0	4·3	11·6	2·4	20·4	4·5	7·3	165·7
1969 1st quarter	11·5	24·3	23·8	24·9	4·3	4·0	4·9	27·7	4·2	11·1	1·9	22·4	6·4	6·6	165·0
2nd quarter	13·8	26·8	28·5	28·3	5·0	4·4	5·1	32·3	4·3	12·7	1·0	26·3	7·3	9·0	188·5
3rd quarter	13·2	28·7	29·0	28·8	5·1	4·4	6·2	30·2	4·0	12·4	0·8	24·8	6·1	8·9	187·6
4th quarter	12·8	30·0	28·3	29·7	5·9	4·9	6·3	33·8	5·0	13·9	1·6	25·5	6·4	9·0	197·7
1970 1st quarter	13·7	31·8	29·1 r	31·4 r	5·0	4·3 r	5·6	33·2 r	4·4	12·5	1·7	25·0 r	8·0	8·1 r	197·6 r
2nd quarter	18·3	33·0 r	31·6 r	33·2 r	6·0	5·1 r	6·0 r	37·8 r	5·9	14·3	1·4	29·4 r	8·3	11·1 r	221·9 r
3rd quarter	13·8	32·6	30·5	31·7	5·3	4·4	5·6	31·2	4·6	12·7	0·6	24·0	5·1	10·3	197·1

r = revised.

Table 4. Home market prices

1963 = 100

	1968 MLH	1964	1965	1966	1967	1968	1969	1968			1969				1970		
								2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.
Inorganic chemicals	271/1	101·2	101·9	105·5	105·9	110·0	113·2	109·9	110·2	110·2	110·9	112·6	114·5	114·7	116·4	119·3	119·5
Organic chemicals	271·2	96·6	96·6	96·2	96·2	98·1	97·8	98·0	98·3	98·3	98·5	98·3	97·8	97·6	97·3	97·9	100·5
Pharmaceutical chemicals and preparations	272	99·0	97·3	94·4	95·4	94·7	94·7	95·6	95·6	95·0	94·7	94·6	94·6	96·3	97·8	97·1	98·2
Toilet preparations	273	103·5	109·3	113·3	114·5	121·2	123·4	121·5	121·5	121·6	122·2	123·0	123·0	124·2	126·5	129·5	132·7
Paint	274	100·4	101·4	101·6	101·7	103·9	104·8	103·9	104·7	104·8	104·8	104·8	104·7	104·8	105·5	110·6	111·2
Soap, synthetic detergents, etc.	275	102·3	108·4	109·0	108·4	111·7	113·3	112·3	112·6	112·4	112·6	114·1	116·7	116·3	117·7	119·8	122·8
Synthetic resins and plastics materials	276/1	98·0	96·1	95·3	93·4	95·6	96·5	96·1	95·8	95·7	95·9	96·4	96·5	97·2	97·6	99·2	100·3
Dyestuffs and pigments	277	101·4	109·9	112·2	112·5	114·0	118·8	113·8	114·1	114·2	115·7	119·2	119·8	120·5	121·7	124·7	132·5
Total	Order V†	100·1	101·0	101·7	102·1	105·4	106·4	105·7	105·7	105·5	105·7	105·9	106·7	107·4	108·3	110·2	112·1

† This price index refers only to sales outside the chemicals industry including sectors not shown above.

Table 5. Employment (Great Britain)†

Thousands

	1968 MLH	1969			1970	
		June	Sept.	Dec.	March	June
General chemicals	271	143·3	144·8	144·6	144·5	144·5
Pharmaceuticals chemicals and preparations	272	69·4	70·8	71·8	71·9	71·6
Toilet preparations	273	25·4	27·3	28·2	26·1	25·3
Paint	274	35·1	35·3	34·9	33·8	33·6
Soap and detergents	275	24·5	24·8	24·7	24·8	24·8
Synthetic resins and plastics materials and synthetic rubber	276	57·2	57·7	58·8	58·7	58·8
Dyestuffs and pigments	277	25·0	25·2	25·7	26·0	26·1
Fertilizers	278	13·2	13·1	13·3	13·7	13·3
Other chemical industries	279	77·3	77·9	77·5	76·4	75·9
Total		470·4	476·9	479·5	475·9	473·9

† Employment in the chemicals industry in Northern Ireland is about 3,500; of which 1,000 is in General Chemicals; 1,700 in Synthetic Resins and Plastics Materials and 600 in Fertilizers.

Table 6. Capital expenditure

£ million

	Current prices	1963 prices
1963	134	134
1964	168	165
1965	234	209
1966	259	229
1967	217	191
1968	223	189
1969	257	210
	Actual	Seasonally adjusted
1968 2nd quarter	53	46
3rd quarter	50	45
4th quarter	73	55
1969 1st quarter	53	47
2nd quarter	62	53
3rd quarter	64	57
4th quarter	78	54
1970 1st quarter	79	64
2nd quarter	88	67

1968 to take advantage of the higher level of investment grants, the increase in 1969 was 16 per cent. Expenditure during 1969 was still, however, below the peak level of 1966. The upward trend of investment during 1969 continued during the first half of 1970 with a rise of 19 per cent over the second half of last year; fixed capital expenditure by manufacturing industry as a whole over this period rose by less than 1 per cent. Information provided to the Ministry of Technology in August-September suggests that for manufacturing industry as a whole fixed investment this year is not expected to rise by more than 2-3 per cent in real terms (after allowing for distorting effects on the figures associated with the reduction of investment grants). Firms in the chemical industry however still expect a large rise this year over 1969.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Foam Backing, Foam Laminating and Fabric to Fabric Bonding for July 1970
Paper and Paper Making Materials for August 1970
Motor Cycles, Three-wheel Vehicles and Pedal Cycles for August 1970
Imported Timber for September 1970
Tape Recorders for June 1970
Wood Chipboard for September 1970

Quarterly at 7s. 6d. (37½p) a year post free:

Synthetic Resins and Plastics Materials for Second Quarter 1970
Pens and Pencils for Second Quarter 1970
Office Machinery for Second Quarter 1970
Hosiery and Other Knitted Goods for Second Quarter 1970
Mechanical Handling Plant for Second Quarter 1970

Civil Aviation Series:

Monthly at £1 a year post free:

Airport Activity for April 1970
Air Passengers for April 1970
Air Freight and Mail for April 1970

Service and Distributive Series:

Monthly at £2 each a year post free:

Food Shops for September 1970
Clothing and Footwear Shops for September 1970
Durable Goods Shops for September 1970
Miscellaneous Non-food Shops for September 1970

Miscellaneous Series:

Monthly at £5 5s. (£5.25) a year post free:

Motor Vehicle Registrations for September 1970.

A complete list of titles of Business Monitors was last published in the then *Board of Trade Journal* on September 23, on page 620.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41, Mark Lane, London, EC3R 7HE.

General Notice	
49	Temporary importations: international co-operation
77E	Purchase tax-exports.
77X	Purchase tax – retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying printing etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
300	Export reliefs scheduling scheme.
429	Customs export procedure. Further relaxation of pre-entry.
466	Export documents and trade statistics.
467	The New Customs Tariff and Overseas Trade Classification.
SN6	Notice to passengers (exchange control and export licensing).
Exchange Control	Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury – also obtained from any bank.)
Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74A	EFTA drawback: exception of EFTA goods re-exported to another EFTA country.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorization of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

The Paper and Board Industry from 1960 to June 1970

INTRODUCTION

THE UNITED KINGDOM is the fourth largest market for paper and board in the world; apparent consumption (production *plus* imports *less* exports) was over 7 million tons in 1969. Although the bulk of supplies is still provided by United Kingdom manufacturers (who are sixth in the world production league), more than one-third is obtained from overseas suppliers. This is a larger proportion than in any other major consuming country and it has increased markedly in the last ten years.[†]

Consumption of all types of paper and board was almost one-third higher in 1969 than in 1960. This increase of just over 3 per cent per annum was in line with the growth of output of all manufacturing industry. Consumption was virtually unchanged in 1961 and 1962, rose sharply in 1963 and 1964 and after a temporary halt in 1965 rose each year. This rise continued into 1970 and in the first six months of this year consumption was 4 per cent more than a year earlier.

The growth of 32 per cent in consumption was not matched by the rise in home production, which was only 20 per cent higher in 1969 than in 1960. More than half of the increase in consumption during the 1960's was supplied by imports, which rose by over 60 per cent and the share of the United Kingdom market accounted for by overseas suppliers rose from 29 per cent to 36 per cent. Figures for the first six months of this year show this trend continuing with the import share rising to 37 per cent.

Table A

	Thous. tons		Percentage increase	Share of United Kingdom market	
	1960	1969	1960/1969	1960	1969
Production for home market	3,903	4,683	20	71	64
Imports	1,627	2,641	62	29	36
Apparent consumption	5,529	7,324	32	100	100

Imports now account for a significant proportion of home consumption of all the main groups of paper and board. Before 1960 imports had accounted for a large proportion of total supplies of the bulk papers, such as newsprint and kraft wrapping paper, and of building board. But during the sixties, as tariffs within the European Free Trade Area were progressively reduced, competition from the Scandinavian countries was intensified and diversified into printing and writing papers (mainly mechanical printings), and industrial and special purpose papers.

Production, consumption and imports of the main groups of paper and board

There were marked differences in the experiences of the various groups of paper and board within the total, both as regards consumption and the effect of competition from imports.

Consumption of **newsprint,** the largest group, was about one sixth higher in 1969 than in 1960. It fell slightly in the early part of the period, increased fairly sharply in 1964 but then fell back so that by 1967 consumption was no higher than in 1960. There was a marked recovery, however, in 1968 and 1969. Both imports and home production fluctuated over this period. The share of the market held by home producers fell from 53 per cent to some 50 per cent in 1962/3, recovered in 1964 and, more markedly, in 1965, but since then imports have expanded at a faster rate than home supplies. This trend continued into the first half of this year when imports again accounted for some 50 per cent of the United Kingdom market.

Imports took the lion's share of the 31 per cent increase over the period in consumption of **printing and writing papers,** the second largest group, by quantity consumed, of paper, and increased their share of the United Kingdom market from 1 per cent in 1960 to 18 per cent in 1969. This group covers a wide variety of papers ranging from high quality products, such as coated papers, to bulk papers, such as mechanical printings, and it is in this latter category where imports have made large inroads. Home production rose much more slowly, by 10 per cent over the period. Figures for the first half of this year show imports continuing to increase faster than home production.

Production and consumption of **food wrapping papers,** a very small proportion of the total, declined a little over the period, no doubt due to the competition of other packaging materials. Home producers about maintained their share of the market.

Consumption of **kraft wrapping papers** increased throughout the sixties, apart from what appears to have been a temporary halt in 1969, when they were 55 per cent higher than in 1960. Home production, which had held fairly steady up to 1965, fell markedly thereafter and by 1969 it was 18 per cent lower than at the beginning of the sixties. On the other hand, imports rose strongly throughout most of the period and were 146 per cent higher in 1969 than in 1960, and accounted for some 70 per cent of total home consumption thus increasing their share of the market by more than a half in the decade. In the first half of this year consumption picked up again, home production was lower than a year earlier and imports made further inroads into the home market.

Home producers supplied more than three-quarters of the big increase, 75 per cent, in consumption of **other non-food wrapping papers** between 1960 and 1969. Consumption rose steadily after 1962, accelerating in 1968 and 1969. Home production rose only slightly less, 70 per cent, than the increase in consumption. Imports rose more strongly, after 1962, despite the slight fall in 1965, and

Table B. United Kingdom production, imports, consumption

	Production		Imports		Consumption (†)		Import share of consumption	
	Quantity 1969	Increase 1960-69	Quantity 1969	Increase 1960-69	Quantity 1969	Increase 1960-69	1960	1969
	Thous tons	Percentage	Thous tons	Percentage	Thous tons	Percentage	Percentage	Percentage
Paper:								
Newsprint	778	5	754	23	1,530	17	47	49
Printing and writing papers	1,058	10	223	1,805	1,207	31	1	18
Food wrapping papers	76	– 5	36	– 5	107	– 7	33	34
Kraft wrapping papers	278	–18	660	146	932	55	44	71
Other wrapping papers	654	70	173	92	820	75	19	21
Household toilet papers and tissues	305	158	51	143	349	161	16	15
Industrial and special purpose papers	348	32	127	452	422	68	9	30
Board:								
Building board	38	-49	264	17	298	—	76	89
Packaging board	1,066	18	311	8	1,366	16	24	23
Other board	295	38	42	– 14	292	16	19	14
Total paper and board	4,897	20	2,641	62	7,324	32	29	36

(†) Apparent consumption, i.e., production plus imports less exports. No account is taken of stock changes or of imports of paper and board manufactures.

[†] The analysis in this article is in terms of tonnages. If account is taken of the widely different average values of different types of paper – as for example in constructing the index of production – the picture is slightly different with imports accounting for about 28 per cent of home consumption in 1969, against 36 per cent in tonnage terms.

increased their share of the home market; this increase, from 19 per cent to 21 per cent, was however, much less than that experienced by the other major groups of paper.

There was also a very large increase, 68 per cent, over the period in consumption of the mixed group of **industrial and special purpose papers.** Consumption rose steadily from 1961 to 1964, it declined a little in 1965 but then increased again, with a particularly sharp rise in 1967. Imports made marked inroads into the home market, increasing their share from 9 per cent in 1960 to 30 per cent in 1969. Home production increased at less than half as fast as home demand over the period, whereas imports expanded by 450 per cent, with most of the rise occurring in the latter half of the 1960's. In the first half of this year consumption fell below the level of a year earlier and imports fell even more sharply: home production, on the other hand, was slightly higher than in the first half of 1969.

The fastest growth, both in consumption and home production, was in the group of **household, toilet papers and tissues.** Consumption of these papers increased by 161 per cent between 1960 and 1969. Home producers increased their total output by about 158 per cent, compared with a rise of 143 per cent in imports, and consequently the import share of the home market declined slightly, from 16 per cent in 1960 to 15 per cent in 1969.

Home producers supplied over four-fifths of the 16 per cent increase in consumption of **packaging boards,** the largest group in the board section of the industry. Consumption eased a little in 1961 and 1962, picked up in 1963 to 1965 but then lost part of this recovery in the next two years, before moving up sharply again in 1968 and 1969. Home production followed the general trend, and was 18 per cent more in 1969 than at the beginning of the period. Imports rose at a slower rate, 8 per cent, and their share of the home market declined fractionally to 23 per cent. In the first half of this year home production was lower than in the first half of 1969 whilst imports were higher.

Home demand for **building boards** followed the general pattern of a fall and rise in the early part of the period. But despite what proved to be a temporary recovery in 1967 it had fallen back to the 1960 level by the end of the period. Home production fell by nearly 50 per cent over this period, whilst imports rose by 17 per cent and increased their share of the market from 76 per cent to 89 per cent. Imports made further inroads into the home market in the first six months of this year.

Home production of the mixed group of **'other' boards** increased over the period 1960 to 1969 by 38 per cent compared with the growth of 16 per cent in consumption. Imports on the other hand were 14 per cent lower in 1969 than in 1960 and their share of the United Kingdom market declined from 19 per cent to 14 per cent. But in the first half of this year the import share of the home market increased to more than 20 per cent.

Origin of imports

Five countries – Canada, Finland, Norway, Sweden and the United States supplied 90 per cent of the total imports of paper and board into the United Kingdom in 1969, compared with 84 per cent in 1960. But there were marked differences in the rate of increase in imports from the individual countries. Whilst supplies from Canada, the largest single supplier, rose over the period at much the same rate as the general increase in total United Kingdom consumption (about 30 per cent), imports from Finland more than doubled and those from Norway doubled. Arrivals from Sweden rose by 70 per cent, those from the United States increased by some 80 per cent but there was only a small increase in their share of the market. The Scandinavian countries have, therefore, increased their share of total United Kingdom imports from 43 per cent in 1960 to 55 per cent in 1969 and accounted for 20 per cent of United Kingdom consumption. Against this, the home industry, Canada, Netherlands, and other overseas suppliers (apart from the United States) all experienced losses in their share of the market..

Table C

	Percentage share of United Kingdom imports	
	1960	1969
Finland	*14*	*23*
Norway	*6*	*7*
Sweden	*23*	*24*
Canada	*32*	*26*
United States	*10*	*11*
Netherlands	*7*	*2*
Other	*8*	*7*
Total import Thous tons.	*1,629*	*2,641*

Undoubtedly the advent of the European Free Trade Area was the major factor in the upsurge of imports from the Scandinavian countries which with their large integrated pulp and paper making concerns and indigenous timber resources were well placed to take advantage of the substantial United Kingdom market.

Usage of paper making materials

Despite the limited natural resources available United Kingdom paper and board makers have made more use of such indigenous basic materials as are available. Whilst the quantity of imported wood-pulp consumed has increased by 12 per cent between 1960 and 1969, the use of home grown timber has risen by more than 20 per cent and wastepaper usage has gone up by more than one third. These home supplies now represent nearly 40 per cent of the total usage of basic materials but United Kingdom manufacturers are still dependent upon overseas sources for much of their basic materials, mainly woodpulp, and the major suppliers of woodpulp are, of course, those countries which are also major competitors for the market for final products, notably the Scandinavian countries and Canada.

Exports

Exports of paper and board are a very small proportion of total United Kingdom production, about 4 per cent, by quantity, in 1969. They were just over 3 per cent of total output in 1960 and declined to less than 3 per cent in 1966. They recovered sharply in 1968 and 1969 when they were nearly 60 per cent above the low point of 1966.

The categories in which exports were most significant as a proportion of total production in 1969 were industrial and special purpose papers (15 per cent), boards other than for packaging and building (15 per cent) and printings and writings (7 per cent).

Structure

The paper and board industry in the United Kingdom consists of a large number of enterprises, 187 in 1963, ranging from the single-establishment enterprise employing fewer than 25 people to the five very large enterprises embracing 68 establishments and accounting for more than two-fifths of total employment and of total net output.

There is also a marked diversity in the size of establishments classified to the industry. About one-sixth of all establishments employed less than 25 people in 1963 and accounted in aggregate for less than 1 per cent of total net output, whilst at the other end of the range, 5 establishments each employed more than 2,000 people and together accounted for one-sixth of total net output.

Table D

Establishments – 1963

Size Group	Total employment	Percentage distribution	
		Employment	Net output
(Number employed at each establishment)	Thous.		
1 – 24	0·5	*1*	—
25 – 99	4·6	*5*	*4*
100 – 499	33·0	*37*	*35*
500 – 999	21·9	*25*	*24*
1,000 and over	28·2	*32*	*36*
Total	88·2	*100*	*100*

Complete details are not yet available from the 1968 Census of Production but provisional results indicate that there was little change between 1963 and 1968 in the structure of the industry on an establishment basis.

Trends in costs and prices

Net output of the paper and board industry, at current prices, rose from £145 million in 1963 to £181 million in 1968. In the same period the total number employed fell from 88.4 thousands to 78.7 thousands, and net output per head, at current prices, rose from £1,600 to £2,300. Part of this rise was, however, the result of price increases; in real terms output per head rose about 25 per cent (4½ per cent a year). Wages and salaries per head rose faster, however, by about 40 per cent, over this period, and labour costs per unit of output increased by some 13 per cent. The other major input costs are basic materials, the largest part of which is imported. It has been estimated that the total import content of final output is over 30 per cent.

By far the largest single item within the total purchases of basic materials by the industry is imported woodpulp, and prices of this item increased by over 17 per cent between 1963 and 1968, most of the increase taking place during 1968, stemming from the devaluation of sterling at the end of 1967. The cost of inputs into the industry has increased at a faster rate in the last 18 months. In

(*Continued on next page*)

particular, prices of imported woodpulp by mid-1970, were nearly 20 per cent above the 1968 level and 40 per cent higher than in 1963.

The mounting pressure of increased costs has been reflected in the prices of paper and board. Between 1963 and 1967 the index of wholesale prices for paper and board had risen by less than 5 per cent but as the trend in the cost of inputs turned sharply upwards output prices also turned up and by mid-1970 they were some 20 per cent above the 1967 level and 26 per cent higher than in 1963.

Business Monitor

Up to date statistics about the paper and board industry, e.g. production, stocks, exports, imports, raw material consumption and prices, are published monthly in the Business Monitor Services under reference P5, available on subscription of £1 per year from HMSO, PO Box 569, London, S.E.1.

Apparent consumption of paper and board

(thousand tons)

	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	Jan-June 1969	Jan-June 1970
Newsprint	1,310	1,298	1,281	1,292	1,407	1,353	1,371	1,301	1,397	1,530	787	804
Printing and writing paper	924	913	866	923	1,020	1,046	1,116	1,140	1,152	1,207	605	636
Food wrapping papers	115	116	117	120	121	118	111	112	106	107	56	57
Kraft wrapping paper	603	633	659	730	790	805	834	882	937	932	454	512
Other wrapping papers	470	472	470	510	573	586	623	631	717	821	411	434
Household, toilet papers and tissues	134	147	186	203	233	259	289	302	319	349	175	190
Industrial and special purpose papers	251	249	262	281	315	305	318	384	402	422	211	203
Building boards	297	292	303	315	356	325	279	325	322	298	151	167
Packaging boards	1,174	1,165	1,157	1,204	1,273	1,285	1,265	1,239	1,330	1,366	709	687
Other boards	251	251	238	250	271	262	264	283	295	292	157	166
Total paper and board	5,529	5,536	5,540	5,828	6,359	6,344	6,470	6,599	6,977	7,324	3,716	3,856

Production of paper and board

(thousand tons)

	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	Jan-June 1699	Jan-June 1970
Newsprint	741	712	655	672	750	768	737	703	724	778	408	389
Printing and writing papers	959	942	886	935	997	994	1,044	1,029	1,015	1,058	539	541
Food wrapping papers	79	85	86	88	87	89	85	80	74	76	39	41
Kraft wrapping papers	336	335	331	346	332	349	316	263	264	278	144	141
Other wrapping papers	385	395	395	408	442	466	493	489	558	654	328	351
Household, toilet papers and tissues	118	126	158	171	189	223	244	252	281	305	154	165
Industrial and special purpose papers	264	262	279	290	314	313	316	316	330	348	177	185
Building boards	74	69	60	53	72	76	58	36	37	38	20	20
Packaging boards	905	889	888	941	986	1,025	1,002	977	1,060	1,066	559	534
Other boards	213	211	213	221	236	238	233	257	284	295	154	149
Total paper and board	4,074	4,026	3,951	4,125	4,405	4,541	4,528	4,402	4,627	4,896	2,522	2,516

Imports of paper and board

(thousand tons)

	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	Jan-June 1969	Jan-June 1970
Newsprint	615	613	649	643	674	587	636	600	675	754	380	416
Printing and writing papers	12	16	31	51	86	102	120	159	193	223	101	134
Food wrapping papers	38	34	33	36	37	33	31	35	36	36	19	19
Kraft wrapping papers	268	299	329	385	459	457	520	622	677	660	313	373
Other wrapping papers	90	83	81	107	136	125	135	147	166	173	86	86
Household, toilet papers and tissues	21	26	34	38	50	41	51	54	45	51	25	31
Industrial and special purpose papers	23	23	24	25	30	26	39	102	111	127	58	39
Building boards	225	225	245	264	287	253	224	293	290	264	134	149
Packaging boards	286	292	284	283	315	286	283	272	281	311	155	164
Other boards	49	50	35	37	45	36	41	50	46	42	25	36
Total paper and board	1,627	1,661	1,745	1,869	2,119	1,946	2,080	2,334	2,520	2,641	1,296	1,447

Exports of paper and board

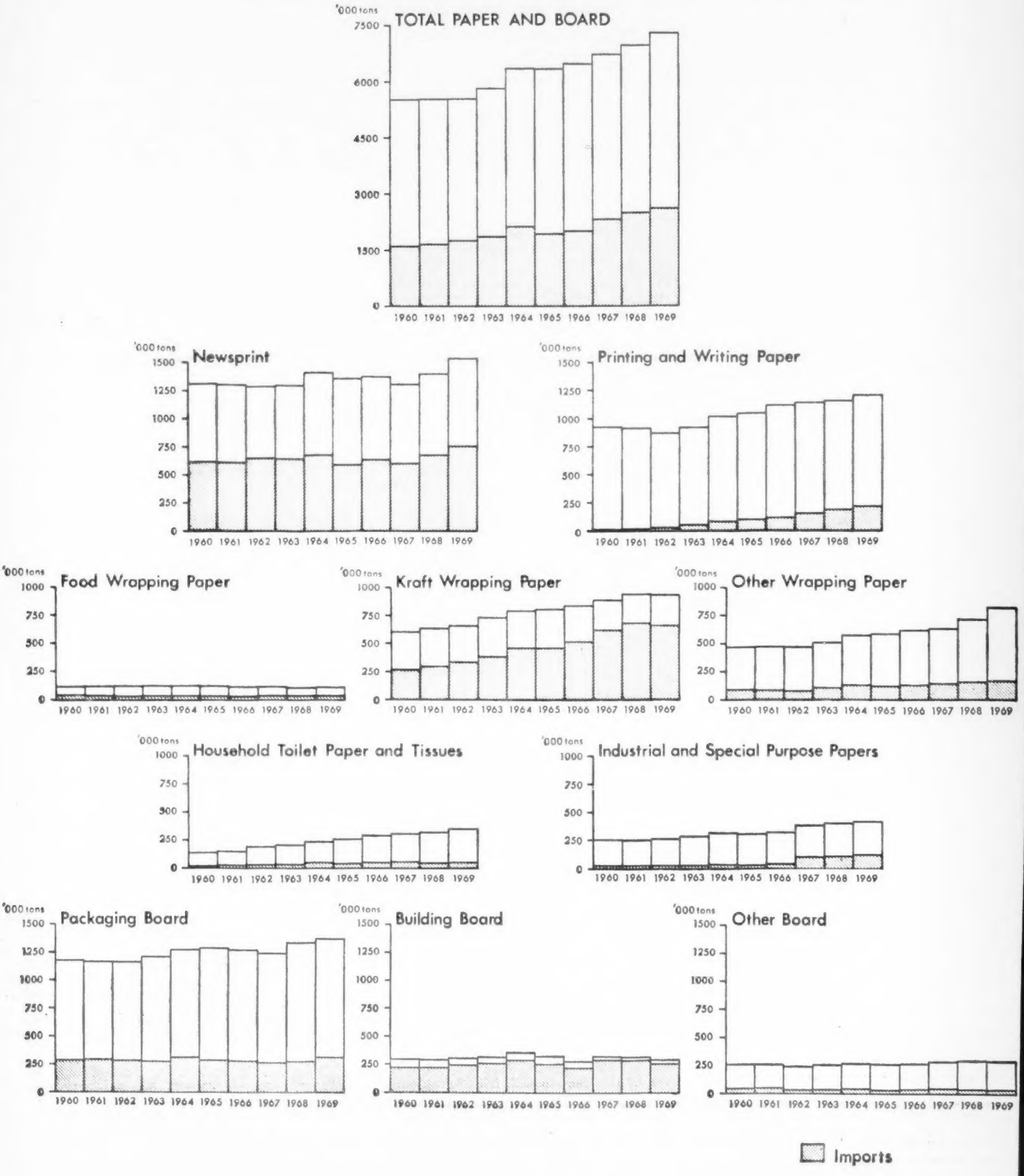
(thousand tons)

	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	Jan-June 1969	Jan-June 1970
Newsprint	46	27	24	23	17	2	2	2	1	2	1	1
Printing and writing papers	47	45	50	63	62	49	49	48	56	74	35	39
Food wrapping papers	2	2	2	4	4	4	4	3	5	5	2	3
Kraft wrapping papers	1	1	1	1	2	1	2	3	4	5	3	2
Other wrapping papers	5	6	6	5	5	5	6	5	5	7	3	3
Household, toilet papers and tissues	5	6	6	6	5	5	6	4	7	7	4	6
Industrial and special purpose papers	35	36	41	34	29	34	37	34	39	53	24	21
Building boards	1	2	2	2	3	3	3	3	5	5	3	2
Packaging boards	18	16	16	21	29	27	21	10	11	11	4	11
Other boards	11	10	9	7	9	11	10	24	35	45	22	19
Total paper and board	171	151	157	166	165	142	140	136	168	213	101	107

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

APPARENT CONSUMPTION AND IMPORTS



National Food Survey: household food consumption in the second quarter of 1970

THE MAIN RESULTS of the National Food Survey in the second quarter of 1970 are summarized in the tables below. The estimates are derived from records provided by a sample of 1,373 households (see Notes).

Average expenditure on food (excluding sweets and soft drinks) bought for consumption in the home rose by 2s. 3d. (5·5 per cent) to 42s. 8d. per person per week, mainly because of seasonally-increased spending on fresh fruit and vegetables. Average expenditure was also 2s. 3d. more than in the second quarter of 1969, about two-thirds of this increase being on account of increased prices for several foods, notably meat, potatoes, milk and bread. The remainder of the increase was due to further changes in the pattern of food purchases, particularly the continued growth in purchases of convenience foods.

Average consumption of liquid milk again declined slightly, but this was offset by increased purchases of processed milk; consumption of welfare and school milk was fully maintained. Consumption of natural cheese continued its upward trend; the average price paid by housewives remained at 3s. 11d. per lb., and in real terms (i.e., after taking into account the fall in the purchasing power of the pound sterling) it has declined by 13 per cent over the past three years. Over the same period, the average price of butter fell by about 15 per cent in real terms, but average consumption declined by about 3 per cent because of a weakening in demand. Demand for margarine also weakened over this period, but it has recently shown some signs of recovery. The average price paid by housewives for eggs in the second quarter of 1970 was 4s. 4d. per dozen, the same as a year ago; the rise in purchases was too slight to imply a significant change in trend. A recorded upturn in average purchases of sugar was also too small to attain statistical significance. The downward trend in consumption of preserves continued.

The seasonal decline in purchases of beef and of pork was only partly made good by a seasonal increase in purchases of lamb, and consumption of carcase meat was therefore 1·1 oz. per person per week less than in the previous quarter. Compared with the second quarter of 1969, however, consumption was almost unchanged, although average prices of beef and of lamb were about 5 per cent higher. The average price of bacon was about 7 per cent higher than a year earlier and consumption was fully maintained. There was some further growth in purchases of processed meats and meat products despite price increases averaging 5 per cent. Household purchases of poultry remained at the previous year's level although average prices were fractionally lower. Average consumption of fish continued slightly below the levels of the second quarter of 1969 and there was some further transfer of purchases from wet fish to quick-frozen fish and fish products. Most varieties of fresh green vegetables were appreciably cheaper than in the preceding quarter or in the second quarter of 1969, and average consumption rose from about 10½ oz. per person per week to nearly 13 oz. Although consumption of other fresh vegetables declined seasonally from 10 oz. per person per week to 8 oz., it was rather greater than in the previous year. Purchases of quick-frozen vegetables and of canned peas and beans were well maintained. Average purchases and prices of new potatoes were at about the same levels as a year before but

Table 1. Estimates of average household food consumption

oz. per person per week (†)

	Year 1968	Year 1969	2nd quarter 1969	1st quarter 1970	2nd quarter 1970
Total Household Food Expenditure	37s. 11d.	40s. 0d.	40s. 5d.	40s. 5d.	42s. 8d.
Liquid milk (pints)	4·82	4·89	4·92	4·67	4·62
Other milk (eq. pints)	0·37	0·36	0·35	0·36	0·42
Cheese	3·41	3·50	3·68	3·44	3·65
Butter	6·14	6·15	6·14	5·72	5·92
Margarine	2·81	2·78	2·78	2·87	2·88
Lard and compound cooking fats	2·08	2·08	1·87	2·23	2·15
Eggs: purchases (number)	4·43	4·41	4·42	4·36	4·59
consumption (number)	4·66	4·60	4·73	4·54	4·79
Preserves	2·79	2·67	2·60	2·65	2·52
Sugar	16·35	16·18	15·33	16·32	16·82
Beef and veal	7·76	7·70	7·27	8·31	7·27
Mutton and lamb	5·71	5·34	5·31	4·87	5·15
Pork	2·53	2·78	2·63	3·03	2·68
Bacon and ham, uncooked	5·15	5·11	5·18	5·22	5·19
Bacon and ham, cooked (including canned)	0·94	0·94	0·96	0·77	1·06
Poultry and cooked chicken	4·81	4·93	5·06	5·19	5·09
Other cooked meat (not canned)	0·68	0·67	0·69	0·56	0·82
Other canned meat	2·28	2·43	2·49	2·62	2·75
Offals	1·37	1·31	1·20	1·45	1·38
ausages, uncooked	3·70	3·68	3·60	3·80	3·61
Other meat products:					
Meat pies	0·78	0·77	0·82	0·82	0·77
Other	2·04	2·03	2·04	2·24	2·38
ish, fresh and processed	4·02	3·73	3·66	3·79	3·61
anned fish	0·86	0·79	0·90	0·58	0·74
ish and fish products, quick-frozen	0·81	0·94	0·96	0·97	1·08
resh green vegetables	13·05	12·25	10·67	10·52	12·85
ther fresh vegetables	9·95	10·01	7·55	9·99	7·96
Quick-frozen vegetables	1·57	1·74	2·05	1·75	2·08
Canned peas	3·05	3·10	3·38	3·31	3·35
Canned beans	3·48	3·58	3·74	3·89	3·84
Potatoes: purchases	47·53	45·59	40·15	53·00	44·91
consumption	51·92	49·31	42·20	54·85	46·61
Citrus fruit	5·01	5·12	6·15	6·24	6·54
Bananas	3·27	3·46	3·96	2·71	3·19
Apples	6·39	6·72	5·77	6·46	6·06
Fresh tomatoes	3·98	4·10	4·07	1·94	4·22
All other fresh fruit	3·92	3·82	3·47	1·21	3·97
Canned fruit	5·59	5·70	6·23	5·02	5·86
Dried fruit, nuts and fruit and nut products	1·16	1·23	0·97	0·89	0·81
Flour	5·38	5·38	4·94	5·70	5·28
White bread	32·31	32·01	32·13	32·17	32·03
Brown, wholewheat and wholemeal bread	3·05	2·96	2·96	2·78	2·78
Other bread	2·95	2·77	2·87	3·07	2·81
Buns, scones and teacakes	1·36	1·28	1·35	1·41	0·96
Cakes and pastries	4·68	4·58	4·62	4·32	4·65
Chocolate biscuits	1·04	1·04	1·01	0·92	1·04
Other biscuits	4·80	4·77	4·87	4·52	4·91
Breakfast cereals	2·43	2·63	2·56	2·58	2·82
Oatmeal and oat products	0·58	0·54	0·33	0·65	0·36
Canned milk puddings	1·66	1·52	1·53	1·74	1·64
Tea	2·59	2·52	2·44	2·57	2·69
Instant coffee	0·36	0·38	0·40	0·43	0·39
Canned soups	3·08	3·19	2·42	4·41	3·05
Pickles and sauces	1·33	1·44	1·37	1·48	1·51

(†) Except where otherwise stated.

Source: Ministry of Agriculture, Fisheries and Food

FACTORY RECONDITIONED I.B.M. ELECTRIC TYPEWRITERS

An I.B.M. ELECTRIC TYPEWRITER at little more than the cost of a Manual Machine

★ Reconditioned by the I.B.M. Company with full I.B.M. Guarantee.

★ Delivered to your offices under Factory Seal and installed and serviced by I.B.M. Engineers.

For further information and details write to the Authorised Distributors:—

TRENT (Business Equipment) LIMITED, House of Trent, Kimberley, Nottingham. Tel.: Kimberley 3431

GOLD AWARD FOR EXPORTS

Trent Group of Companies

Table 2. Energy value and nutrient content of the diet as a percentage of recommended intakes (†) (annual and quarterly moving averages)

	National averages				Families with 4 or more children			
	Annual averages			Moving averages year ending April-June 1970	Annual averages			Moving averages year ending April-June 1970
	1967	1968	1969		1967	1968	1969	
Energy	109	108	109	110	101	99	102	100
Protein	128	127	126	126	116	115	114	111
Calcium	191	191	194	194	166	165	167	161
Iron	126	122	121	122	113	109	108	106
Vitamin A	202	203	199	200	199	197	199	190
Thiamine	126	125	122	122	122	123	119	117
Riboflavine	129	129	130	130	132	134	132	128
Nicotinic acid	189	189	190	192	170	174	181	178
Vitamin C	180	181	181	183	153	165	155	155
Vitamin D (‡)	93	90	84	84	62	64	59	59

(†) Department of Health and Social Security. *Recommended Intakes of Nutrients for the United Kingdom.* Reports on Public Health and Medical Subjects. No. 120. HMSO, 1969.
(‡) The Survey does not evaluate welfare and pharmaceutical sources of this vitamin. Furthermore, most adults require no dietary vitamin D since they obtain all they need from the action of the sunlight on the skin.

consumption of old potatoes was 31 oz. per person per week compared with 27 oz., despite higher prices; purchases of chips and other potato products, however, were barely maintained. Apples, pears, oranges and other citrus fruit were all cheaper than in the previous year but increased consumption of these was largely offset by decreased purchases of bananas, canned fruit and dried fruit.

The long-established downward trend in average purchases of bread continued. There also appears to have been some weakening in demand for buns, scones and tea cakes but consumption of cakes and biscuits were fully maintained. There was the usual seasonal transfer of demand from oatmeal and oat products to other breakfast cereals.

Some recovery was noted in the demand for tea and purchases of instant coffee were barely maintained; the changes, however, were within the margin of sampling error.

Table 2 shows the energy value and nutrient content of the average household diet and that of families with four or more children expressed as percentages of the recommended intakes for nutrients (see note (a)). The percentages have remained virtually unchanged for the last two quarters. Those for families with four or more children are usually amongst the lowest found in any of the groups identified in the survey.

Notes:

1. The National Food Survey, conducted on behalf of the Ministry of Agriculture, Fisheries and Food, is a continuous sampling inquiry into the domestic food consumption, expenditure and nutrition of private households in Great Britain. It was started by the Ministry of Food in 1940 and is the only official inquiry which obtained direct measurements of the quantities and varieties of food purchased by housewives together with the prices actually paid, both for Great Britain as a whole and for different sectors of the population. Detailed reports are published annually. The latest annual volume, published in December 1969, gave information on Household Food Consumption and Expenditure in 1967, with provisional estimates for 1968.

2. The number of households from which the estimates were derived in the second quarter of 1970 was smaller than usual because the field work of the Survey was suspended from May 25 to June 21, when the General Election campaign was in progress.

The fastest parcels travel Rail Express

You can rely on Rail Express to get your parcels there fast. And safe. It's a well tested, nationwide link between supplier and customer -and you have a choice of 3 services.
★ **RED STAR** a service that's measured in hours, for extra urgent packages. Direct from station to station. You know the time your parcels leave - the time they arrive.
★ **COLLECTION AND DELIVERY** - a nationwide, door-to-door service; with fast overall transits.
★ **T.C.F.** (To Call For) - for parcels to be picked up by the consignee.
To send by Rail Express Parcels Service, just dial your nearest British Rail parcels office. Collection is prompt. Or, if appropriate, you can take your packages direct to the parcels office.

FIND OUT MORE ABOUT OUR SERVICES BTJ4
If you want to know more about the Rail Express Parcels Service, send this coupon for a copy of our new brochure.
To: Rail Express Parcels Service, Room 724, Melbury House, Melbury Terrace, London NW1.

Name__________(Block letters please)
Company__________
Address__________

Rail Express Parcels Service

O-401

Vehicle production in September

THE DEPARTMENT of Trade and Industry have announced that in the five weeks ended October 3, 1970, the average rate of recorded production of cars was 20,058 a week, 30 per cent lower than in the corresponding period last year, which covered the four weeks to September 27, 1969. The average rate of recorded production of commercial vehicles was 5,478 a week, 34 per cent lower than last year.

Car and commercial vehicle production was very seriously reduced in September by industrial disputes, probably to a greater extent than in any earlier month this year. Production may also have been affected by re-phasing on the introduction of new models, and was reduced, as in September 1969, by a week's holiday in some plants.

On a seasonally adjusted basis, total car production was 17 per cent lower in the third quarter of 1970, compared with the second quarter, with production for the home market down by 19 per cent and production for export by 14 per cent. Similarly, commercial vehicle production was 23 per cent lower in the third quarter, compared with the second quarter, with production for the home market reduced by 25 per cent and that for export by 20 per cent.

Table 1. Recorded Production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,522,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1969	53	1,717,073	892,758	824,315	32,398	465,776	272,998	192,778	8,788
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36,128	111,976	68,803	43,173	8,614
1969 1st quarter	13	451,156	239,544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,435	57,463	40,972	7,572
4th quarter	14	426,099	222,182	203,917	30,436	120,571	70,142	50,429	8,612
1970 1st quarter	13	436,512	237,413	199,099	33,578	115,251	68,798	46,453	8,865
2nd quarter	13	470,164	263,064	207,100	36,166	132,415	78,431	53,984	10,186
3rd quarter	13	277,170	157,146	120,024	21,321	74,894	43,463	31,431	5,761
1969 April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597
May	4	148,594	71,268	77,326	37,149	37,757	21,583	16,176	9,440
June	4	158,570	82,018	76,552	39,642	40,582	23,164	16,418	10,146
July	5	132,969	70,941	62,028	26,594	37,032	21,536	15,496	7,406
August	4	106,789	51,590	55,199	26,697	28,063	16,168	11,895	7,016
September	4	114,814	62,565	52,249	28,703	33,340	19,759	13,581	8,335
October	5	148,877	78,098	70,779	29,775	38,389	23,017	15,372	7,678
November	4	129,177	64,176	65,001	32,294	39,313	22,142	17,171	9,828
December	5	148,045	79,908	68,137	29,609	42,869	24,983	17,886	8,574
1970 January	4	146,560	80,854	65,706	36,640	40,610	24,524	16,086	10,152
February	4	135,489	72,851	62,638	33,872	35,117	21,608	13,509	8,779
March	5	154,463	83,708	70,755	30,893	39,524	22,666	16,858	7,905
April	4	136,760	75,475	61,285	34,190	39,341	24,667	14,674	9,835
May	4	137,766	76,016	61,750	34,442	41,542	24,494	17,048	10,386
June	5	195,638	111,573	84,065	39,128	51,532	29,270	22,262	10,306
July	4	80,827	42,953	37,874	20,207	22,284	12,055	10,229	5,571
August	4	95,936	57,202	38,734	23,984	25,378	15,407	9,971	6,345
September	5	100,291	56,966	43,325	20,058	27,388	16,128	11,260	5,478

Table 2. Production - seasonally adjusted

Thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home Market	Export	Total	Home Market	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1969	143	74	69	38·8	22·7	16·1
1968 1st quarter	143	84	59	32·4	21·2	11·2
2nd quarter	148	82	66	32·3	20·4	11·9
3rd quarter	157	85	72	34·5	21·7	12·8
4th quarter	158	87	71	37·1	23·0	14·1
1969 1st quarter	141	76	65	38·1	23·1	15·0
2nd quarter	150	78	72	39·5	22·9	16·6
3rd quarter	145	74	71	39·7	22·8	16·9
4th quarter	135	69	66	37·9	22·1	15·8
1970 1st quarter	138	76	62	37·2	22·7	14·5
2nd quarter	140	80	60	40·0	23·5	16·5
3rd quarter	116	64	52	30·9	17·6	13·3
1969 April	149	80	69	40·2	23·7	16·5
May	146	72	74	38·2	21·7	16·5
June	156	83	73	40·2	23·4	16·8
1969 July	155	80	75	41·8	23·9	17·9
August	148	73	75	39·7	22·7	17·0
September	133	70	63	37·5	21·8	15·7
October	131	63	68	32·9	19·5	13·4
November	139	69	70	41·1	23·6	17·5
December	137	76	61	39·7	23·3	16·4
1970 January	154	83	71	44·0	27·0	17·0
February	135	76	59	35·5	22·6	12·9
March	125	69	56	32·2	18·7	13·5
April	133	75	58	38·3	23·9	14·4
May	134	75	59	41·5	24·3	17·2
June	152	89	63	40·3	22·4	17·9
July	120	63	57	31·2	16·7	14·5
August	136	80	56	37·2	22·1	15·1
September	92	50	42	24·2	14·0	10·2
Average of:						
April-June	140	80	60	40·0	23·5	16·5
July-September	116	64	52	30·9	17·6	13·3
Percentage change	*-17*	*-19*	*-14*	*-23*	*-25*	*-20*

Exhibitions and Fairs

Princess Alexandra opens BA 70

A report from Alan Madge, Universal News Services, staff reporter
Buenos Aires, Argentina, November 4.

Princess Alexandra is seen here at Gatwick Airport about to board her plane for Buenos Aires, where she opened the British Industrial Exhibiton.

BA 70, Britain's £1 million 'hard sell, no frills' industrial exhibition here, got off to a spectacular start today with the official opening by Princess Alexandra, the exhibition's patron. It continues until November 15.

The inauguration ceremony, watched by some 4,000 people, including British and foreign diplomats, senior Argentine military officers and representatives of the city's 45,000-to-50,000-strong English-speaking community, was held outdoors at Sociedad Rural, site of the British National Export Council-sponsored exhibition.

Before Princess Alexandra and President Levingston of Argentina arrived the crowds were entertained by bands of the Patricios, a local infantry regiment, and of the 1st Battalion, The Royal Highland Fusiliers.

The Princess was met by Mr. J. Peter Ford, exhibition president, and chairman of BNEC's Latin America Committee, sponsors of BA 70, the first all-British industrial showpiece in Argentina for nearly 40 years. The exhibition is also Britain's biggest-ever industrial show in South America, and its biggest in the world this year.

Big outdoor sites

Among the stands the Princess visited were those of Massey-Ferguson – one of the several big outdoor sites – the Bank of London and South America, Vickers, ICI, Hawker Siddeley, and The British Steel Corporation.

Key Argentine diplomats and businessmen were told that Britain was keenly interested in new developments in Argentina.

Speaking at the opening of the exhibition, Mr. Ford, said that although Britain 'may have taken a long time to come back' – the last all-British exhibition in Argentina took place nearly 40 years ago – British industry was deeply interested in new developments in Argentina.

'Not only are we interested, we feel that these developments give opportunities for closer collaboration involving industrial equipment and know-how. This is the real purpose of the exhibition.'

Earlier at a Press conference attended by more than 100 Argentine journalists he said, 'The exhibits are geared to meet the requirements of your many infrastructure projects and industrial developments in both the public and private sectors. We have a lot to offer – not only equipment but also manufacturing expertise.'

Commenting on trade he said, 'We believe in two-way trade. You cannot go on breathing out all the time without breathing in.'

Britain, he added, fully understood the Argentine determination to increase still further the already impressive rate of growth of industrial production.

'This is where I believe that Britain can collaborate with you for we are not here to sell you consumer goods for which you have established manufacture in your own country.

'But we can supply sophisticated manufacturing plant and technological know-how with which to set up new local industries – industries which can be planned to meet your home demand in Argentina and also produce products which you can export to LAFTA and other world markets.'

This is the third exclusively British event to be organized in Latin America in recent years. The previous two were held at Mexico City in 1966, and at Sao Paulo in 1969. BA 70 is one of the largest British exhibitions ever held in the Western hemisphere, and over 80,000 sq. ft. of display space has been occupied by more than 330 British firms.

With financial assistance from the DTI, BA 70 has been sponsored by the Latin American Committee of BNEC, and organized by Industrial and Trade Fairs International Ltd.

Mr. Michael Noble, Minister for Trade, at the Department of Trade and Industry has been visiting the exhibition.

To coincide with BA 70, BNEC/LA and the DTI, together with the co-operation of local British posts and professional bodies, have organized high-level technological symposia in Rio de Janeiro (November 3 to 6), and Buenos Aires (November 9 to 13).

NOTE: Britain's Trade with Argentina:

	1966	1967	1968	1969	£m
Imports	70.579	72.137	51.688	78.698	
Exports	23.368	25.301	33.892	47.112	

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions ***in*** *the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.*

But Commercial Representatives must receive material on events **well in advance** ***– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to*** *cover should be considered an absolute minimum.* ***A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in*** Trade and Industry.

ELB

Translation
Printing

Interpreting
Tuition

For years we have quietly provided the kind of language service demanded by leading companies for their international activities. To check our experience in your industry ring Simon Cave on **01-242 9276**

Or write for our booklet

ELB Languages Group Ltd., 61 Carey St., London, W.C.2

comprising ; Trade & Industrial Translation Centre Ltd. and Eastern Languages Bureau Ltd.

Mr. Davies opens 'Enterprise Wales'

'THE FIRST INCENTIVE to regional development is national economic health,' Mr. John Davies, Secretary for State for Trade and Industry, said at the opening of the 'Enterprise Wales' exhibition in London on November 3.

Emphasizing that the critical need was to get the national economy on the move again, Mr. Davies said: 'The whole economic strategy of the Government has to be seen in this context. It may well be that it is unfair that Wales should be going backwards while the Midlands surge forward: the thing that is certain is that Wales will not prosper if the Midlands aren't prosperous too. I say this because I detect a widespread feeling that regional policy can be seen in a water-tight compartment of its own. I am convinced that that is wrong.

'My purpose here today is to support "Enterprise Wales" in its bid to show the investors from London and the South East that Wales is a good place to put your money and plant in. As a native I could certainly not say otherwise but what I do underline is that he has to be an investor first before he becomes an investor in Wales – and that first step depends upon his believing that the future holds profitable markets for his products; a stable economic climate; an assurance of encouragement to develop. Those are the primary aims of Government.'

The exhibition, jointly mounted by the Development Corporation for Wales and the Welsh Office, was open to businessmen and the general public from November 4-6. Some 10,000 industrialists from the London area and the Home Counties had been invited.

The aim of the exhibition was to publicize the merits of setting up manufacturing and other facilities in Wales. Apart from the commercial and economic advantages of operating in Wales, the display also featured the educational, cultural and scenic attractions. The Development Corporation emphasized Wales-in-its-entirety to prospective industrial newcomers.

'Enterprise' Wales' was the third exhibition that the Corporation has staged in London. The first was at Grosvenor House two years ago and was followed by the 'Wales Today' promotion at Simpson's (Piccadilly) last year. Other centres where campaigns have been mounted in the United Kingdom are Birmingham, Coventry and Woverhampton in the Midlands, with similar drives in Slough and Southampton.

The Development Corporation has also been active overseas especially in West Germany, the United States of America and South Africa.

To coincide with the Week, the Council of Industrial Design co-operated with the Development Corporation in staging a 'Design from Wales' feature at the Design Centre in the Haymarket. It continues until November 14 and is part of the CoID's continuing policy of promoting modern, well-designed British products.

Mr. John Davies, Secretary of State for Trade and Industry, during his address at the opening of 'Enterprise Wales'.

The Development Corporation's 'Enterprise Wales' exhibition and the 'Design from Wales' feature at the Design Centre have been part of a wider Wales in London activity promoted in conjunction with the London Welsh Association to celebrate their 50th anniversary.

Substantial orders likely to result from Gothenburg Packaging Exhibition

A report from the British Consulate-General, Gothenburg

THE LARGEST packaging fair in northern Europe – Scanpack – held once every three years, was opened by Mr. Axel Iveroth of the Federation of Swedish Industries, at Gothenburg on October 15. There were nearly 500 exhibitors from 17 nations, and about 50 of these came from Britain, including 15 firms who were grouped together in a large joint venture exhibit, sponsored by the Department of Trade and Industry and organized for the individual companies by the Institute of Packaging.

The British firms displayed a wide range of products for the industry, from tapes and plastic sheets to large, complicated packaging machines. In addition to the joint venture exhibit, which was the only national stand, there were large individual British stands, notably those of ICI and Baker-Perkins International Ltd.

It was quite clear, even to the layman, that British manufacturers are well to the fore in modern developments in this intensely competitive field.

Although it is always difficult to assess the results of a Fair like this one (expensive machinery is not bought on impulse), it was quite obvious that exhibitors were well satisfied with the orders they had booked, and the many inquiries obtained Some of the latter are likely to lead to substantial business.

Most prominent amongst the exhibitors were, of course, the Swedes themselves with the other Scandinavian countries well to the fore. Federal Germany and the United States were, with Britain, the most important foreign exhibitors.

There were no less than 45,200 visitors to the Fair, 96 per cent of whom presented customers' cards and were therefore buyers or other persons connected with the industry.

The next Scanpack will be held in the autumn of 1973, and the organizers state that at the close of this year's Fair over half of the exhibitors wanted to book their stands for Scanpack 73.

Considerable interest in low-cost printing equipment

A report from the British Consulate-General, Zagreb

THE International Press and Paper Exhibition (Intergrafika), held in Zagreb for the first time, from October 19-25, proved an unqualified success. Not only was it well organized and smoothly run, but the value of the business concluded – reported as more than 20 million dollars – makes it the most successful specialized event held so far in Zagreb.

Some 300 exhibitors from 20 countries were represented. Many of them, of course, were under the auspices of an association or agent, so that the total area covered no more than three of the exhibition halls. Yet every aspect of printing and paper processing and converting seemed to be represented.

The British joint venture, organized by the London Chamber of Commerce, was a small but compact unit on attractively designed stands.

Of the participating firms Monotype and Letraset are old hands at Zagreb fairs and their products are well known in Yugoslavia. Both did very well – Monotype sold all but one of the machines on their stand, and Letraset indicated that this had been their most successful participation in an exhibition in Yugoslavia so far.

Interesting contacts

Crosfield Electronics, with their sophisticated control and other ancillary equipment for the printing industry, were moderately satisfied, as were the Paper Converting Machine Company. Both had made interesting contacts and were hopeful that these would produce results in the not too distant future.

Two extremely busy British exhibitors were Adana (handprinting machinery and thermographic heater accessories) and Rollem (with a precision-engineered numbering, perforating, creasing and slitting machine for the paper industry). Their stands were inundated with visitors and their initial sales made prospects for their future in the Yugoslav market seem very bright.

These two firms were probably the only ones catering to the needs of the small printer's workshop. Whilst firms from Germany, Italy and Switzerland exhibited huge, automated machines for the large newspaper or publishing concerns, Adana and Rollem's efforts have paid off handsomely at the other end of the business, where there is clearly a need for, and considerable interest in, the small comparatively inexpensive piece of equipment.

More than one exhibitor compared the ease of getting inquiries and contacts at this fair, with the effort required, by leg-work on a 'solo' visit, to achieve the same result. This theme, a recurring one, underlines one of the main attractions of the small, specialized fair. It is intended to repeat Intergrafika in three years' time.

ADVERTISEMENT INQUIRIES FOR 'TRADE AND INDUSTRY'

Inquiries concerning the insertion of advertisements in Trade and Industry should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1 (01- 348 9876, Ext. 6147).

Over 540 firms exhibit at International Woodworking Machinery and Furniture Supply Fair

A report from the British Consulate-General, Cleveland

'THE GREATEST Show on Earth,' – this was one description of the International Woodworking Machinery and Furniture Supply Fair, held in the large and modern exhibition hall at Louisville, Kentucky, September 19-23.

For the first time the Fair was sponsored jointly by the Woodworking Machinery Manufacturers' Association of America and the National Association of Furniture Manufacturers. These two organizations have agreed to be co-sponsors of this event every two years until 1980, when the agreement will be reviewed.

The new arrangement this year resulted in a mammoth exposition of woodworking and plastics machinery, raw materials, fabrics, finishes, processes, and components used to produce furniture and wood-related products.

Over 540 firms were represented by exhibitors who came from the United States, Austria, Belgium, Britain, Canada, Denmark, France, Germany, Holland, Italy, Japan, Norway and Switzerland.

To accommodate the displays, more than 550,000 square feet of floor space was necessary, and most of this area had woodworking machines and other equipment on line and under power to demonstrate the latest developments in production techniques. Attendance was estimated to be at a record level of over 18,000.

Britain was represented by nine companies, a significant increase from those who were present in 1968 and who were all there again this year. Among the machinery shown by these companies was an automatic rotary shaper with 10 h.p. driven cutter heads by Rye Machinery Sales Ltd.

R. S. Brookman Ltd., showed the latest models of their automatic corner block drilling machines, multi-spindle dovetailers, an automatic drawer assembler and a dowel boring machine. Thomas Robinson & Son Ltd., featured its type EF/T 36 in. vertical bandresaw that can handle timber up to 16 in. deep.

Another featured Robinson machine was the type RP/E tenononer. Eight woodworking machines, including a hydraulic cut off saw, planer/moulder and a double end tenoner and profiler were shown by Wadkin Ltd. Also in action was the DOL line edge tracing router with 10 different tracing spreads from Interwood Ltd.

Designed for producing banding strips from either wood veneers or plastic laminates, J.K.O. Cutters Ltd., offered manufacturers the type PS-620 laminate and veneer strip cutting machine. Spear & Jackson Ltd., had on display a selection of their wide range of cutters, knives and saws.

Bouyant comfort

Pirelli Ltd., introduced their new four-point platform manufactured in ethylene propylene to give bouyant comfort to cushions from one-half inch thickness to six inches or more without additional insulation. Joseph Gillott & Sons Ltd., presented their newly developed ORBIT Universal Caster suitable for use on all types of flooring normally associated with domestic or office furniture.

Attendance by the British companies was facilitated by joint-venture co-operation between the then Board of Trade and the Machine Tool Trades Association.

Each of the British exhibitors stated that a great measure of interest had been shown in the technical detail of the various types of equipment and products they had on display, and the number of serious inquiries was most gratifying.

All of them anticipated that an increase in business with the United States will develop as a result of their attending this most important, well attended, and very specialized international trade fair.

The next International Woodworking Machinery and Furniture Supply Fair will be held in Louisville from September 23-27, 1972.

The showcase of Britain's farming industry

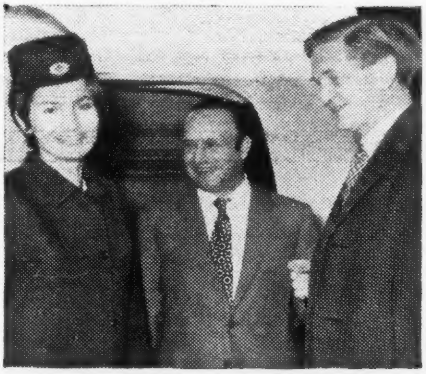
IN THE first six months of 1970 exports of British tractors and agricultural machinery earned £119·3 million, a 9 per cent increase over the record value achieved during the same period last year.

With agricultural machinery and tractor export so bouyant, and with a power-house of new machinery on display at the Royal Smithfield Show and Agricultural Machinery Exhibition again this year, the organizers are confident that the show will be an even greater magnet to buyers and visitors from outside the United Kingdom than in past years.

The Royal Smithfield turns London's Earls Court into the focal point for Britain's farming community for five days between December 7-11. The Show is jointly organized by the Agricultural Engineers Association, the Royal Smithfield Club and the Society of Motor Manufacturers and Traders. It is the largest covered exhibition of farming equipment and animal husbandry in the United Kingdom.

Last year the event drew more than 58,000 visitors, 3,341 of them from outside the United Kingdom to view the very best in British fatstock and farm machinery.

Apart from the vast range of machinery, allied farm equipment and products, displayed on some 370 stands last year, the enormous variety of animals on show is a major attraction.



Dr. A. George Lehmann (right), managing director of the Linguaphone Institute, recently flew to Yugoslavia with Mr. Conrad Jaschke, divisional director (also pictured) to attend the Belgrade International Trade Fair. Dr. Lehmann, an internationally known educationalist, has been linguistic adviser to universities in many countries. 'Yugoslavia's linguistic needs are growing rapidly,' he says. 'Our visit was to discuss some of their new requirements with leading teachers and publishers.' Linguaphone's special home-study courses in major world languages for Serbo-Croat, Slovene and Macedonian students have earned over £100,000 for Britain in the past year.

New 'total products' featured at Materials Engineering Exposition

A report from the British Consulate-General (Commercial Department), Cleveland

TEN MILLION dollars worth of materials and processing equipment was shown at the 1970 Metal Show and Materials Engineering Congress held from October 19-22 in the Cleveland Convention Center. This 52nd annual event, arranged by the American Society for Metals, numbered among the 300 exhibitors The Welding Institute, and several other British exhibitors, who showed their products and services under the Department of Trade and Industry's joint venture scheme.

The exhibit presented by The Welding Institute – which numbers among its members major American companies – featured many of the services offered to member companies.

Also displayed was a friction welding machine developed at the institute, and members of the staff were present from Abington Hall, Cambridge, to advise on the facilities and services available through the resources of the institute.

Also participating in the British display were Wentgate Engineers Ltd., makers of electron beam welders and high vacuum furnaces, John Thompson Ltd., who presented their friction welding machines, and Simon Hartley Ltd., who offered a spotweld quality monitor.

Avery-Denison Ltd. displayed their creep-tester and tribology tester which attracted a great deal of attention, and on the adjoining stand, Greengate Cables Ltd. showed their range of welding cables and flexible cords.

Vickers' scientific equipment

In another part of the exhibition hall, Vickers Instruments Ltd., showed their scientific equipment on the stand of their United States subsidiary company, Vickers Instruments Inc., which is based in Malden, Massachusetts.

Another British company, Metals Research Ltd., displayed their quantimet image analysis systems on the stand of their United States subsidiary company, Image Analysis Computers (IMANCO). Also on the IMANCO stand, Torvac-Cve of Cambridge had an electron beam welding machine for inspection.

Although final attendance figures may no reach the expected 20,000, the materials an processing managers and engineers who consider this annual event a 'must' found that th organizers had provided a number of innovations including a series of 'materials system centres'.

Here the visitor could examine a total product, as well as its parts, and the system ranged from a Boeing 747 jet engine to copper electric car.

Also featured was a Pollution Contr Centre where information was contributed b more than 60 companies concerned with th detection and measurement of noise, air an water pollution.

Another exhibit was a moon rock brough back by the Apollo 11 mission crew an coupled with the rock display were photomicrographs and other petrographic studies.

During the four-day congress which ran co currently with the show, there were 410 pr sentations in 105 technical sessions an another new feature at this year's show we 10 practical applied engineering conferenc which featured such topics as 'Tooling Tec nology for the 70's' and 'Failure Analysis an Prevention'.

The overall programme at the Metal Sho including as it did a wealth of technical pr sentations, an interesting and diversified sho of equipment, machines and services availab to the metal working industries, was general agreed to have lived up to the high reputati gained over many years.

rders worth £200,000 placed for British menswear shions

eport from the British Trade Development Office, New York

ARGE group, consisting of 22 British manu- turers and sponsored by the Clothing Ex- t Council, took part under joint venture ns with the Department of Trade and In- try in the National Association of Men's rtswear Buyers (NAMSB) Spring Show at New Yorker Hotel (October 18-21). Buyers m all over the United States and Canada ited the British display area on the 12th or of the hotel to view, and place orders ounting to £200,000 for the latest menswear hions from Britain.

The NAMSB show is still the leading event the American menswear trade calendar, and tish firms once again led the overseas llenge. Their group display, the only one the show, was a source of attraction on each y of the four-day event, as importers and ail store buyers – many of them projecting youthful image themselves in the high hion clothes they wore – were able to see at British manufacturers have to offer for Spring 1971 season.

Strongly featured in the British display were riations of the non-suit theme – Russian ic suits, vest suits with co-ordinating shirts, ns and casual slacks and up-dated safari ts. Knitted jersey fabrics, gabardine, printed lvets, natural linens, tie dyed corduroy and estry type fabrics were favourites for the n-suit.

Tie widths in the United States now seem be stabilized at about 4½ inches, and the itish emphasis at the show was on rich rics such as antique brocades and printed ks, and cotton voiles with jacquard patterns.

The three British shirt makers who exbited all reflected the current trend, that loured and patterned shirts are now accepted classics for all occasions, and no longer garded as an accessory.

Leather continues to be popular and jackets washable suede, pigskin and nappa, trousers suede and vests trimmed with snake skin ere a source of attraction.

ow ebb

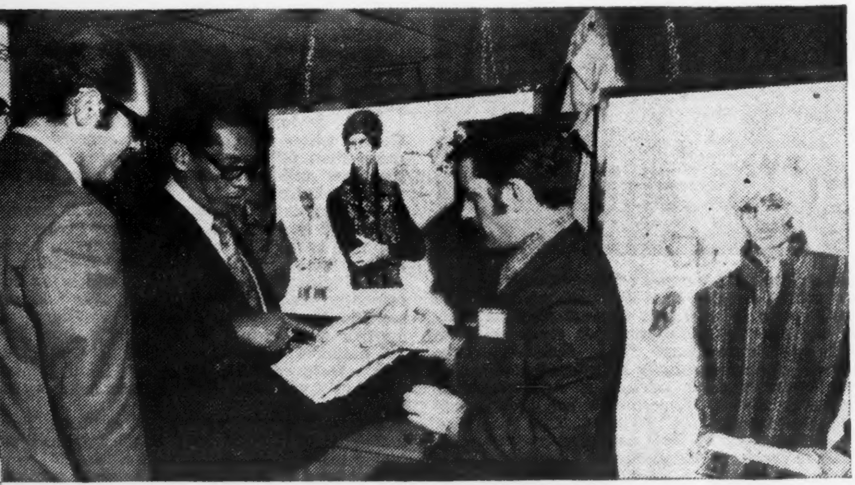
There was a general feeling from British hibitors and, in fact, all NAMSB partici- nts that traffic was quieter than in previous ars and this is no more than was expected. fter a boom season in 1969, menswear business in the United States during 1970 has been running at a low ebb. Frequent changes in fashion, a less buoyant economy and an increasing threat that legislation will be introduced to curb imports of clothing, footwear and textiles have all combined to deter American menswear buyers from extensive forward buying.

Buying has become very selective and it was significant that those British firms who offered high fashion styling and utilized the latest fabrics were the most successful at the NAMSB show.

Regular tailored clothing using traditionally woven fabrics is a sad market at present, and it is anticipated that most United States customer purchasing power during the next six months will be concentrated on sportswear and casual wear such as knitted jackets and shirts, jeans and knitted slacks and accessories such as neckwear and belts.

The small ticket items are therefore still in demand and buyers of more substantial items are holding back to see how the market unfolds prior to the Christmas buying season.

The Clothing Export Council were represented by deputy director Mr. Peter Randle, and menswear director Mr. Julian Clifford, who made arrangements for the group's visit with the assistance of the British Trade Development Office in New York.



r. Ray Jordon of Ben Sherman Ltd. shows his range of fashion shirts to Edward Habib and bbert Dash of George Habib & Sons Ltd., Trinidad, West Indies.

One hundred publishers represented at book exhibition

A BRITISH Council exhibition of 650 books on 'Social Sciences' is being shown in Portugal until January 22. After showing in Oporto (October 27-November 7) it went to Coimbra (November 12-20) and Lisbon (January 13-22). It will then be shown extensively in Brazil.

The exhibition, which includes in addition to books, over 50 periodicals and some visual panels, represents the works of over 100 British publishers and associations.

It includes sections on communication, economics, education, law, management administration, social services and welfare, and political science.

BAC 1-11 steals the limelight at Rumania's first international fair

A report from the British Embassy (Commercial Deparment), Bucharest

PRESIDENT N. CEAUSESCU opened Rumania's first International Fair in Bucharest on October 11 before leaving for the United Nations. During his call at the British pavilion he was introduced by the British Ambassador, Mr. D. S. Laskey, to several of the 50 or so firms whose goods were on display.

The fair was open to the public from October 13-24. Over 700 firms took part, most of them in their national pavilions, but about 80, including three British companies, had their own individual stands.

Most exhibitors adhered to the classifications laid down by the fair authorities and confined their displays to machine tools, welding equipment, electrical generating and distribution equipment, telecommunications, electronics, data processing equipment, instruments for research, measurement and control of processes, woodworking machinery and textile production equipment.

The British pavilion compared in size very favourably with those of the two other principal western competitors, Italy and France, both in overall area and in content and design.

Mr. Jack Lloyd, chairman of the Rumanian section, London Chamber of Commerce, who visited Bucharest at the invitation of Mr. V. Ionescu, president of the Rumanian Chamber of Commerce, addressed a press conference and attended the Ambassador's reception to mark the British 'National Day', October 21.

Special flights

The occasion was highlighted by demonstration flights of the latest version of the BAC 1-11 500 series aircraft, hosted by Sir Geoffrey Tuttle, whose guests included Mr. Ion Patan, a vice-president of the Council of Ministers and chairman of the fair organizing committee.

Most British firms taking part reported serious interest in their exhibits. In many cases firm orders were taken for supplies including the goods on display, and some very interesting inquiries for business in 1971 were received. Perkins Ltd. obtained a firm order for about £¾ million for diesel engines.

British exhibitors were generally satisfied that the results justified the costs of participation. Some made the point that they could not afford not to be there since much business in Rumania is done on the basis of contracts for annual requirements, and if one year is lost to a competitor it is hard to re-establish a footing in the following year.

Major event

The Rumanian fair authorities plan to hold a series of international fairs. They envisage a major event every spring and autumn and minor shows on the lines of a 'salon' at other times. The major events will be restricted to well defined categories of goods on a pattern which will be repeated every two years. The next major fair is not likely to be before the autumn of 1971.

It seems probable that Bucharest fairs will join the list of other well-established international trade exhibitions. Trade between Rumania and Britain is now at a level of £55 million per annum and if the present rising trend continues, British exporters to this market must plan their promotional expenditure to take account of these events.

Successful debut by scientific instrument manufacturers in Siberia

A report from Mr. R. H. C. Foxwell, President of the Scientific Instrument Manufacturers Association of Great Britain (SIMA).

JUDGED BY several standards, presentation, venue, quality of exhibits and calibre of visitors, the first exhibition of British measuring instruments to be held in Siberia – the Exhibition of Scientific Instruments in Akademgorodok (Novosibirsk) September 16-25 – was highly successful.

It was a major effort intended to draw the attention of the Siberian branch of the Academy of Sciences and industrial organizations in the region of Novosibirsk to the range and quality of British instruments.

During the first week a conference on computer applications was being held elsewhere in Akademgorodok and this brought in visitors from several Eastern European countries as well as from other regions of the Soviet Union.

The products of some 35 companies were displayed on 25 stands in the House of Scientists, a modern and well equipped building ideally suited for the purpose. The apparatus displayed included an electron microscope, equipment for high speed photography, a wide range of analytical, medical, precision mechanical and electronic instruments and, in addition, the latest Xerox copying machines.

A supporting lecture programme was given by members of the exhibiting companies with two guest speakers from the Cavendish Laboratory, Cambridge – Professor O. R. Frisch, the nuclear physicist, and Dr. E. G. Cosslett, specialist in electron microscopy. These lectures were well attended, most of them attracting audiences of between 60 and 80 people and the lecturers reported that questions were usually of a high standard.

The exhibitors were invited to visit the various Institutes in Akademgorodok and Novosibirsk, of which there are 22 in all, covering a very wide variety of scientific disciplines.

Important objective

All the foregoing justifies the claim that the exhibition achieved one important objective – that of opening up new contacts in a growing and important sector of the USSR market for instruments.

Nevertheless, although this was certainly not the type of promotion whose success should be judged in terms of orders booked, it was disappointing that on this occasion the value of contracts placed was only about 30 per cent of the value of the exhibits available for sale.

September 1970 is close to the end of the current Soviet Five Year Plan, when little foreign currency is available and this is probably the principal reason for the relatively low level of orders.

Another contributory factor would have been the international exhibition Khimiya '70' which was running concurrently in Moscow and prevented buyers from the Ministry of Foreign Trade from arriving in Akademgorodok until shortly before the exhibition closed. To avoid this clash of dates, which of course was known when the decision to mount the exhibition was taken, would have involved the unacceptable alternative of a two-year postponement.

The exhibition was promoted by the Scientific Instrument Manufacturers' Association and sponsored by the then Board of Trade, who made every possible effort to ensure its success. The then Minister of State, Board of Trade, Mr. Frederick Corfield, accompanied by the British Ambassador, Sir Duncan Wilson, performed the opening ceremony in the presence of the president of the Siberian branch of the Academy of Sciences, Academician Lavrentyev, his deputy, Academician Marchiuk and Mr. Prikhodov, a vice-president of the All-Union Chamber of Commerce, who made a special journey from Moscow for the occasion.

Invaluable support

Subsequently both Mr. Corfield and the Ambassador spent several hours visiting every stand and discussing prospects with the exhibitors. Mr. David Ratford, First Secretary (Commercial) at the British Embassy remained in Akademgorodok throughout the period and gave invaluable support to the administration sent from London.

It is perhaps worth repeating that the Institutes of the Siberian Branch of the Academy of Sciences and the industrial organizations in and around Novosibirsk constitute an important and growing market for instruments and it is a fact that, subject to the usual limitations on the availability of foreign currency, their purchasing policy is influenced more by what they see than by what they read about. This is evidenced by the number of French and Japanese instruments in use there and the almost total absence of British instruments; both the French and the Japanese have exhibited in the recent past at Akademgorodok.

Making every possible allowance for the examplary courtesy and politeness always shown by the Russians to their foreign visitors, it was quite evident that the scientists and engineers who visited the exhibition were very impressed by what they saw and were extremely anxious to buy. The majority of exhibitors are confident that this event will in due course result in a substantial volume of new business.

Skindiving suits a big attraction for buyers at SPOGA

A report from British Embassy (Commercial Department) Bonn

MANUFACTURERS OF sport and camping equipment, looking forward to the spring and summer of 1971, exhibited a wide range of their products at this year's SPOGA, the international trade fair of sports goods, camping equipment and garden furniture held in Cologne from October 25-27.

With 1,144 exhibiting firms from 28 countries occupying more than half a million square feet net of stand space, this, the 12th SPOGA, was the largest yet.

The United Kingdom, with 90 firms exhibiting their equipment, was well represented, being the second largest foreign country. The Federation of British Manufacturers of Sports and Games Ltd. and the Department of Trade and Industry featured a joint stand of 44 firms, as did The Camping Trade Association of Great Britain Ltd. with 17 firms. Other firms exhibited independently or were represented on the stands of agents.

Articles on the British stands included tents and camping equipment including trailers, fishing tackle, caravan fittings, sports clothing and sports equipment of many types, darts and other games, watersport equipment and garden furniture.

The fair was attended by 18,200 trade visitors during the three days, including 6,550 foreign visitors. Attendance was 11 per cent up on last year.

British firms were able to report a great deal of interest in their equipment, and some very useful firm business. The 'regulars' confirmed their need to participate in this international event, and the newcomers, overwhelmed by its size, resolved to be at the fair again next year. One firm, Low Voltage Motors Ltd., exhibiting for the first time, and featuring their new battery-driven motors for campers and caravanners, went home with orders for 'quite a few thousand!'

Particular interest was shown in skin diving suits and buyers and firms exhibiting these were kept busy. Another firm, Beanstalk Shelving Ltd. were happy to report having received an order before the fair opened.

The orders came from many countries, mainly from EFTA partners but also from the United States, Canada, Italy, Belgium, South Africa, Holland, as well as the host country Germany.

important message to all exporters and importers

Have you thought of using chartered aircraft?

Charter can be tailored to the exact needs of the exporter/importer. The nature and size of each load, its time and date of shipment, its departure point and destination, as well as its frequency—air charter can be adapted to suit all these varying factors. You can use your nearest airfield and rates on bulk shipments are particularly good.

We are issuing regular 'Empty Leg' bulletin recording aircraft movements throughout the world, aircraft type, payloads and dates. To be included in our mailing lists for this invaluable information, or for further details on our service please contact Allan Telling.

HUNTING GIBSON AIRCHARTERING LTD

Cunard House, 88 Leadenhall Street, London, E.C.3. Tel. 01-283 1050. Telegrams: Blueribair, London, E.C.3. Telex: 261505 and at the Baltic Exchange, London, E.C.3. A HUNTING GROUP COMPANY.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Iraq and Bulgaria

The Iraqi News Agency has reported the recent signing of an Economic and Technical Co-operation Agreement between Iraq and Bulgaria which provides for a Bulgarian loan of £5 million at 2½ per cent over 10 years. The loan is to be repaid in Iraqi National Oil Company crude oil in batches of between half a million and a million tons starting in 1972/3. According to the report, the loan will be available to cover the cost of industrial and other projects, as well as the cost of services and technical assistance provided by Bulgaria for the development of Iraq's mineral and hydro-carbon resources. It is also reported that Bulgaria will supply the Iraq National Oil Company with an unspecified amount of equipment in exchange for crude oil.

Inquiries from British exporters about this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).

Denmark and Rumania

A long-term Trade Agreement between Denmark and Rumania covering the period January 1, 1971 to December 31, 1975, was signed in Bucharest on August 31.

Details of the agreement and the Protocol giving the 1971 quotas are held by Tariff Section of Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

Cholera regulations

United Kingdom

TRADE AND INDUSTRY of October 29 (page 93) listed those countries notified by the World Health Organization as being currently infected with cholera.

Israel is no longer listed as an infected area and innoculation certificates are not required on arrival in the United Kingdom for travellers from Israel.

Inquiries about this Notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).

Yugoslavia

The Yugoslavia authorities have stated that travellers arriving in Yugoslavia from Turkey must now produce vaccination certificates or be vaccinated at the frontier.

Mr. G. N. Kopeykin (left) of the USSR Trade Delegation to the United Kingdom and Mr. G. A. Gifford of the British Hovercraft Corporation signing the first-ever contract – worth approximately £11,500 – for the supply of BHC hoverpallets to the USSR. Deliveries will be made over the next three months. The BHC hoverpallet is a device designed to facilitate the movement of loads in confined areas in such places as warehouses and stores by using the air cushion principle.

Greece and Bulgaria

The Greek authorities have provisionally closed the Greek/Turkish frontier throughout. All passengers and freight movement across it has been suspended until further notice.

The Bulgarian Ministry of Health have also announced that their border with Turkey has been closed to everyone with the exception of senior diplomatic officials.

Inquiries about these notices should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877 Exts. 2338 (Yugoslavia), 2339 (Greece), and 2258 (Bulgaria)).

Hints to business men booklets

Revised editions of the booklets on Chad, Gabon and the CAR, Chile, Hong Kong, Irish Republic, Liberia and Tanzania have been published in the 'Hints to Businessmen' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room CO7, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Department of Trade and Industry.

FOR FAST OVERLAND SERVICE Containers, Low Loaders, Tilt and Refrigerated T.I.R. Trailers.
Groupage & full load to and from ENGLAND, HOLLAND, GERMANY, SCANDINAVIA
TURKEY, GREECE, BULGARIA, YUGOSLAVIA, ROMANIA, IRAN, IRAQ, KUWAIT, JORDAN, BAHREIN, ABU DHABI, DUBAI, SHARJA, DOHA, JEDDAH, RIYADH, DAMMAM, DHAHRAN, ALKHOBAR, AFGHANISTAN, PAKISTAN.

ECONOMICAL RATES: Sea to Istanbul or Iskenderun. Hence by road or rail to Middle East destinations.
Also road to Istanbul hence by air to:-
ABU DHABI, DUBAI, BAHREIN, KUWAIT, DAHRAN, DOHA, JEDDAH, RIYADH, AMMAN, DAMASCUS, KABUL, KARACHI.

TOPKAPI **T.T.T.**
LONDON ...... GILLIES ST., N.W.5. Tel.: 01-267 3221. Telex 267 717.
ROTTERDAM ...... 2 EENDRACHTSWEG 65. P.O. Box 1322. Tel. 11 28 55. Telex 21365.
8 MUNCHEN 75 ...... THALKIRCHNER STR. 124. Tel. 77 60 93.
2 HAMBURG 39 ...... BELLEVUE 56. P.O. Box 390 328. Tel. 27 92 055. Telex 21 57 22.
ISTANBUL ...... KARAKÖY. RIHTIM CAD 209. Tel. 44 66 24. 44 66 33.
ISKEMDERUM ...... TEMMUZ. CAD 21. Tel. 2378 2478.
WAREHOUSING & CONTAINER DEPOT ALSO AT YOUR SERVICE

The business end of Sabena.

An airline with 94% of its passengers on business might be expected to run a businesslike cargo service to deliver the goods their passengers sell.

We do.

In fact in 1966 at Brussels National Airport, a completely new cargo terminal was opened. It's big, fast, fully equipped and was operating a computerised manifesting system long before many other prominent airlines.

Of the total square footage of 158,000 Sabena occupy 110,000 square feet.

Needless to say Sabena offer – but in depth – such facilities as variable temperature cold stores, radioactive lock ups and special accommodation for animals.

This terminal is fully equipped for the palletised age and can turn round a giant Boeing 707 13 pallet freighter in well under two hours. Pallet preparation pits calibrated to automatic scales speed the cargo from one flight to another.

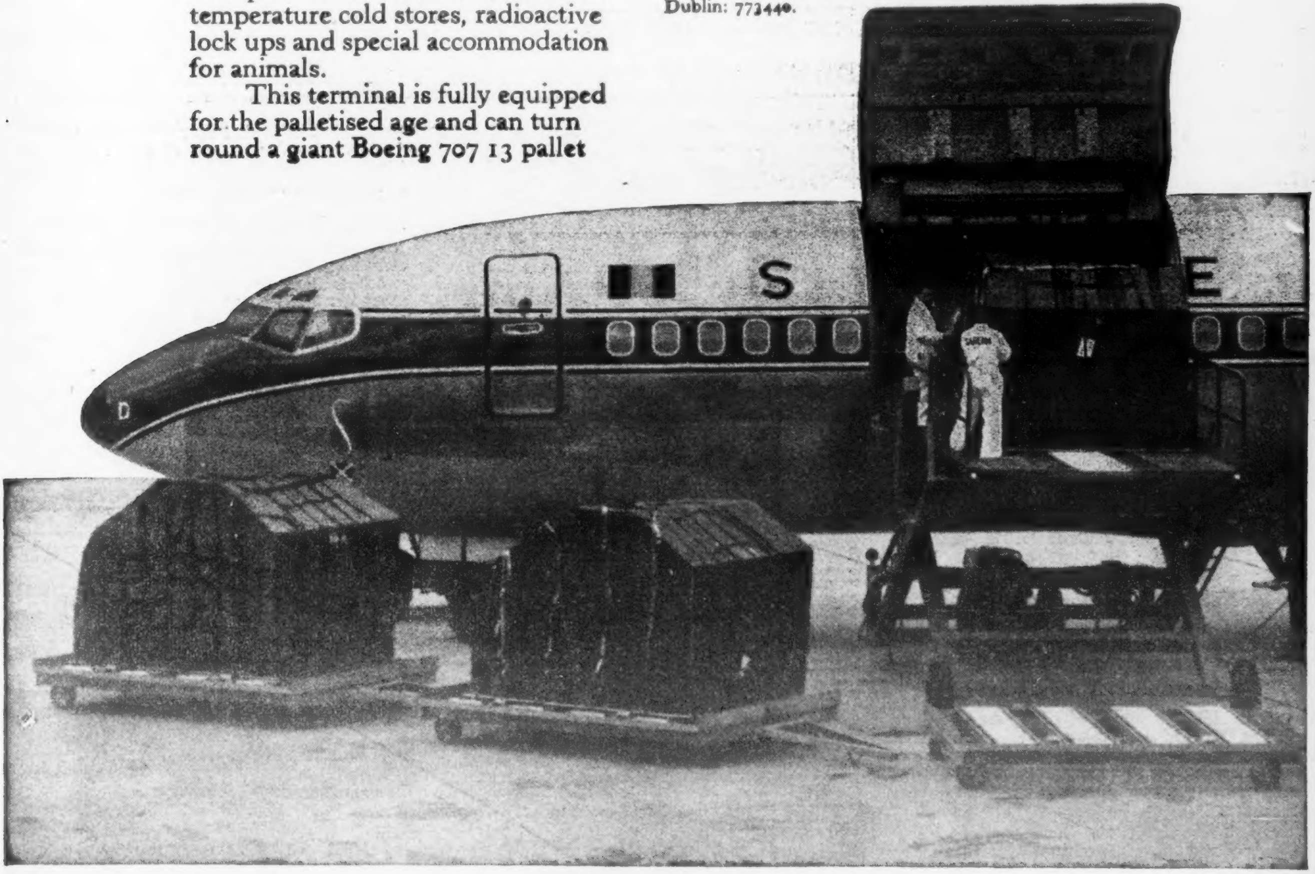
With the entire handling area under cover we can even guarantee the weather.

Our cargo network from U.K. – via Brussels of course – serves no less than 18 points in Europe, six in Africa and the Far East terminating at Tokyo.

Of course if you flew with us to sell the goods, you'll know we can fly them to the same place.

SABENA

London: Skyport 7290/1. Manchester: Mercury 1542.
Birmingham: 643 6105. Glasgow: 248 6018/9
Dublin: 773440.



Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page viii October 7 issue* Board of Trade Journal) *or the Export Services Division, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757).*

OUTWARD MISSIONS

Agricultural engineers in United States

FOLLOWING the successful trade mission to the United States last year, the Agricultural Engineers' Association is currently sponsoring a second selling mission.

Mr. John Colman, managing director of Colman International, who heads the mission, said: 'For my own company, last year was exploratory and we have hit on a vital nerve, mainly machinery designed to combat pollution. What we, in this country, call the disposal of muck, is an even greater problem in the United States. Farming pollution on units run by a small labour force is a world problem especially in countries where intensified farming methods have been accepted.

'Since my visit last year we delivered a manure drier in February and we have now received satisfactory repeat orders; before the end of this year there will be three driers in operation.'

This year's mission comprises 10 people, with Mr. E. C. Lanning the AEA's export secretary as mission secretary.

Leaving London on November 7, the mission flew to Chicago to attend the Farm Equipment Wholesalers' Association annual convention. There will also be meetings with representatives of the Farm Equipment Manufacturers' Association and the American Farm and Power Equipment Agents' Association.

Eight members of the party will go on to California to attend the annual convention of the California Equipment Dealers' Association at Monterey. After visiting business contacts in California members will disperse, following individual programmes in other states.

Dundee team in Australia

MR. A. C. BASTABLE, manager of the components division of Ferranti Ltd., Dundee, and president of the Dundee Chamber of Commerce, is currently heading a 20-man trade mission to Australia, visiting Sydney, Brisbane, Melbourne, Adelaide and Perth.

The object of the mission is to develop existing trade links and to establish new outlets for Dundee's many and varied products. The range of products covered include natural and man-made textiles, packaging machinery, dental equipment, domestic wares, printing supplies, temperature control equipment, home-user and industrial tools, data processing, sporting goods and electronics.

Ulster meat men explore Japanese market

FOLLOWING a visit to the Province in May this year by Dr. Kenzo Nabuto, director of the Animal Health Division of the Japanese Ministry of Agriculture, Ulster's meat producers are launching a drive to break into the Japanese market.

Dr. Nabuto came to Northern Ireland on the initiative of the Ministry of Agriculture and Commission to talk to officials, inspect meat plants, study veterinary controls and see for himself the progress made by Ulster's £40 million per annum livestock industry.

As a result, and in view of Ulster's disease-free record, the Japanese Government has now decided to allow imports of meat from Northern Ireland, and on November 19, Mr. J. H. Swinson, chairman of the Livestock Marketing Commission for Northern Ireland, with Mr. J. J. B. McGahan, the Commission's market development officer, are flying to the Far East as part of a trade mission on the start of a five-week tour to explore the potential market in Japan and Hong Kong for prime Ulster beef.

The mission has been organized by the Northern Ireland Ministry of Commerce, sponsored by the Northern Ireland Chamber of Commerce and Industry, and is being financially assisted by the British National Export Council.

In our October 21 issue we reproduced a picture of the Lord Mayor of Manchester handing over a personal message which was to be passed on by the leader of the recent British Textile Machinery mission to the Mayor of Greenville. This was effected at a special function when the British Consul-General in Atlanta was present. At the same time, a presentation of three pieces of Wedgwood was made to the Mayor of Greenville on behalf of mission participants. In this picture, at the latter presentation, we see Mrs. Cooper White, Mr. R. Cooper White, Mayor of Greenville, South Carolina, Mr. E. H. Smallwood, Textile Machinery and Accessory Manufacturers' Association (mission secretary), and Mr. Hugh Wyn Griffith, Shirley Developments Ltd., leader of mission.

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index.*

EXPORT TOURS

Visiting Latin America

A BRITISH firm which provides a complete water treatment service to industry is sending its export sales manager to Latin America to evaluate the market potential for its products in seven countries – Brazil, Argentina, Chile, Peru, Colombia, Venezuela and Curacao.

Although the company, Houseman & Thompson Ltd., of Burnham, near London, is well known throughout the world and has previously done some business with countries in South America, this is the first time a systematic overall marketing venture has been undertaken in the area.

Mr. Ian Hunt (inset) will visit Rio de Janeiro, Sao Paulo, Buenos Aires and Santiago as a member of the Surrey and Hampshire Export Club trade mission between November 16 and December 5, and when the mission ends wil go on to visit Lima, Bogota, Caracas and Willemstad before returning to Britain about a fortnight later.

In addition to assessing the market potential for the company's products, Mr. Hunt will also estimate the kind of sales organization his company would require to serve the markets.

Visiting European cities

MR. DON SANDERSON, executive director, Holt Whitney & Co. Ltd., Birmingham, is currently visiting a number of European cities, surveying market prospects and seeking additional outlets for his company's high quality leatherware for dogs, also a full range of accessories – over 1,000 items – for the pet industry. Cities on his itinerary include Vienna, Munich, Zurich, Brussels and Amsterdam.

Selling electronic equipment to Japan

MR. ALAN BECKWITH, director of Edwards Instruments, Eastbourne, is setting out shortly to promote his company's products in one of the most competitive markets in the world. He is to visit Japan for the week beginning November 16, following the recent joint venture agreement with Nippon Sanso, to direct and assist the sales drive of the company's new Series 70 instruments and to establish a sound foundation for future business in a country which is known for its success in exporting this type of product.

'Selling electronic equipment to Japan is as challenging as selling coals to Newcastle,' said Mr. Beckwith. 'But the Japanese are showing great interest in our products. Staff from Nippon Sanso have already been trained at Eastbourne as the beginning of a continuous two-way exchange, and the Japanese company has great enthusiasm for the project.'

En route to Japan, Mr. Beckwith will visit Edward's distributors in Asia and the Far East, and he will return to the United Kingdom via the United States and Canada.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 134 *Castle Street, Edinburgh* 2; *Brazennose Street, Manchester* 2; 258 *Broad Street, Birmingham* 5; 109 *St. Mary Street, Cardiff;* 50 *Fairfax Street, Bristol* 1; 7-11 *Linenhall Street, Belfast; or through any bookseller.*

Get freight to Italy fast. Only Alitalia offers a direct all-cargo service from Manchester and Birmingham.

Every Friday night Alitalia flies 12 tons of palletised freight direct from Manchester and Birmingham to Milan, and then on to Rome.

This is the only one-carrier all-cargo service to Italy from the north of England.

Even if your cargo isn't intended for Italy, it's still a good service to choose—Rome is the centre of Alitalia's vast and efficient world network of freight routes. Our computerised terminal there can check your cargo and have it ready to fly on to more than 100 destinations in 6 continents within the hour (25 of these destinations also have all-cargo flights).

Business on the route is already so brisk that, from November, we'll be operating a Wednesday night flight as well as the Friday service, two services a week.

Alitalia's London to Italy service is busy too. We're sending 13 flights a week to Milan, Turin and Rome.

One way and another our new white, red and green livery is getting quite an airing.

Call your forwarding agent, or contact Alitalia direct.
London: 251-259 Regent Street, W.1. Tel: 734 8641
Birmingham: 12 New Hall Street. Tel: 236 7101/2
Manchester: 29 John Dalton Street. Tel: 834 9676
Glasgow: 62 Buchanan Street, C.1. Tel: 248 6340
Dublin: 53 Middle Abbey Street, Dublin 1. Tel: 49422

Alitalia
CARGO SYSTEM

Services operated in co-operation with BEA.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

£140,000 contract

Weir Pumps Ltd., of Cathcart, Glasgow, have been awarded a £140,000 contract by ASEA-ATOM to design, manufacture and install three reactor feed pumps and three condensate extraction pumps for use in a new 580 megawatt nuclear generating station being constructed at Oskarsham on the east coast of Sweden, some 150 miles south of Stockholm. ASEA-ATOM is a Swedish nuclear engineering company jointly owned by the Swedish Government and ASEA, the well-known heavy electrical engineering company.

This is the fourth major Scandinavian power station contract to be awarded in recent years to Weir. Previous contracts were for boiler feeds pumps at Stenungsund, Hasselby and Ringhals I power generating station.

£150,000 order from India

Hugh Smith (Glasgow) Ltd., machine tool manufacturers, have secured a £150,000 order from the Hindustan Shipyard, Vizagapatam, India, for a 2,000-ton shipyard plate bending roll. The order is part of the shipyard's current modernization programme and is among the latest in a series of export orders this year which now account for more than 75 per cent of the company's current output.

The 2,000-ton plate bender will be installed in Hindustan Shipyard in mid-1971 as part of its current planning to build six large ocean-going vessels a year. To date the yard has built 51 ships totalling more than 300,000 gross tons. Plans also include a graving dock intended to handle ships up to 57,000 dwt.

Electronic equipment for Switzerland

Mimic Diagrams and Electronics Ltd. – as a result of a joint effort with Messrs. Witronic Lutry, of Switzerland – have received an order valued at about £6,000 from Carlo Gavazzi-Billman AG of Zurich for electronic trip equipment for the Radwaste control room unit, and electronic temperature monitoring and trip equipment for the reactor auxiliary systems, to be installed in the nuclear power station at Muhleberg, Switzerland.

Contract worth £1 million

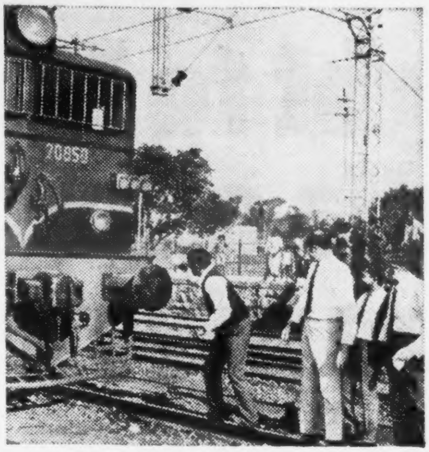
Cable and Wireless Ltd. have awarded a contract worth about £1 million to Standard Telephones and Cables Ltd. for the supply of more than 350 miles of coaxial telephone cable and ancillary equipment. The cable will be used to provide a new link between Jamaica and the Cayman Islands. Total cost of the project will be in the region of £1.6 million.

£250,000 orders in 18 months

Three new markets – Sweden, Malaya and Greece – have been penetrated by Cosmocord Graphic Systems, Waltham Cross, Herts, with sales of their Cosmocolor colour separation systems. These orders, totalling £30,000, bring Cosmocord's export order value, since the beginning of operation 18 months ago, to just over £250,000.

The Swedish order, from Elles Lito Grafiska Repro AB, Stockholm, follows a recent tour of Scandinavia by Mr. A. R. G. Stephenson, Cosmocord's managing director.

The Malayan order, for a complete Cosmocolor 590 system, was placed by the Foong Tai Press printing company of Kuala Lumpur.



Breaking a coconut on the buffers of an electric locomotive to mark the completion by BICC of its £1·2 million contract, awarded by the Indian Railway Board. Pictured at the ceremony at Raigarh station are (far right) Mr. P. K. Mukherjee, engineer-in-chied of the SE Railway, with two colleagues and (second from left) Mr. S. Pont, BICC's traction manager, India.

This – the companys first order from the Far East – is the result of negotiations with Middle and Far Eastern print companies and is worth £12,500.

A 590 unit being sent to Chr. Papachrysanthou, printers and plate makers near Athens, will be used primarily for art reproduction work. It is expected that further orders from Greece will be receivced in the near future.

£250,000 South American contract

The London-based process engineering division of Tarmac Construction Ltd. has been awarded a £250,000 contract for complete engineering and supply of United Kingdom equipment for a grease manufacturing plant by Empresa Colombiana De Petroleos (Ecopetrol), Bogota, Colombia.

Construction will be by Ecopetrol, who will also supply indigenous equipment. Tarmac will provide technical assistance during construction.

Doors and ceilings ordered

Nine thousand internal flush doors have been ordered from the Merchant Trading Company Ltd., Southall, Middx., for the Glacier housing estate development in Gibraltar. The order, from Humphries of Kingston (Surrey), main contractors for the project, comprises various designs of doors – solid and glazed.

Another order reported by Metco is for 6,000 yds. of Metco Donn aluminium capped ceiling grid for Trinidad.

Computer floors for West Indies

J. A. Hewetson & Co. Ltd., flooring specialists, have won further orders for their computer floors in the West Indies.

A Hewetson Tate all-steel elevated floor, worth £7,000, has been ordered by Cable and Wireless (West Indies) Ltd., Jamaica, for a new technical office building.

The Trinidad and Tobago External Communications Co. Ltd. Port of Spain, Trinidad, have also ordered a Hewetson Tate floor for their telecommunications centre.

Tractor breakthrough in India

A £1 million order for Ford 3000 tractors and parts provides a major breakthrough into the Indian agricultural equipment market. The company will have shipped more than 1,000 built-up units into India by the end of this year. The first big tractor order of its kind from India for over 15 years, the contract owes much to the efforts of Mr. Hari P. Nanda, president of Escorts Tractors Ltd., Ford's co-partners in a joint manufacturing programme.

Apart from 6,000 units to be produced annually from Escorts' Ford tractor asembly plant opening at New Delhi next year, Fords hope to have £3-£4 million of built-up tractor business in India next year, which could well become the company's third largest market in 1971-1972.

£2 million containers ordered

Mr. William Thomson, joint managing director of Ben Line (Containers) Ltd., announced in Edinburgh recently that an order for 20- and 40-ft. aluminium ISO containers has been placed by Howaldswerke Deutsche Werft, Hamburg and Kiel, with Cravens Homalloy (Sheffield) Ltd. for Ben Line (Containers) Ltd. The order, worth nearly £2 million, is the most valuable individual order placed for Ben Line (Containers) Ltd. Other orders for containers have gone to manufacturers in Japan and Hong Kong, thus ensuring a supply of containers at both ends of the Europe-Far

Record sales

Coutant Electronics Ltd., Reading, have appointed Nores and Co., Oy, Helsinki, as sole agents in Finland. This brings the total number of overseas agents now operating for the company up to 12, others being in France, Switzerland, Holland, Sweden, Norway, South Africa, Canada, Denmark and Italy.

These agents together with the company's wholly-owned West German subsidiary, Coutant Electronics GmbH, have already established record sales for the current financial year, and Mr. Keith Bennett, Coutant's managing director, is confident that export targets will be substantially exceeded.

£1 million pump orders from Germany

Weir Pumps Ltd., Cathcart, Glasgow, have received orders valued at over £1 million from Howaldtswerke Deutsche Werft Aktiengesesllschaft for pumping and allied equipment. The equipment ordered is for installation in nine container ships being built for British and French owners at HDW's Hamburg and Keil shipyards and consists of main and auxiliary boiler feed pumps, condensate extraction and drain pumps, engine room pumps, deaerators and distillation units for providing fresh water.

These contracts bring the value of orders received by Weir Pumps Ltd. from the German Federal Republic in the first nine months of 1970 to over £1.5 million and currently establish West Germany as the company's largest export market in the world outside the United States.

Handling plant for Canada

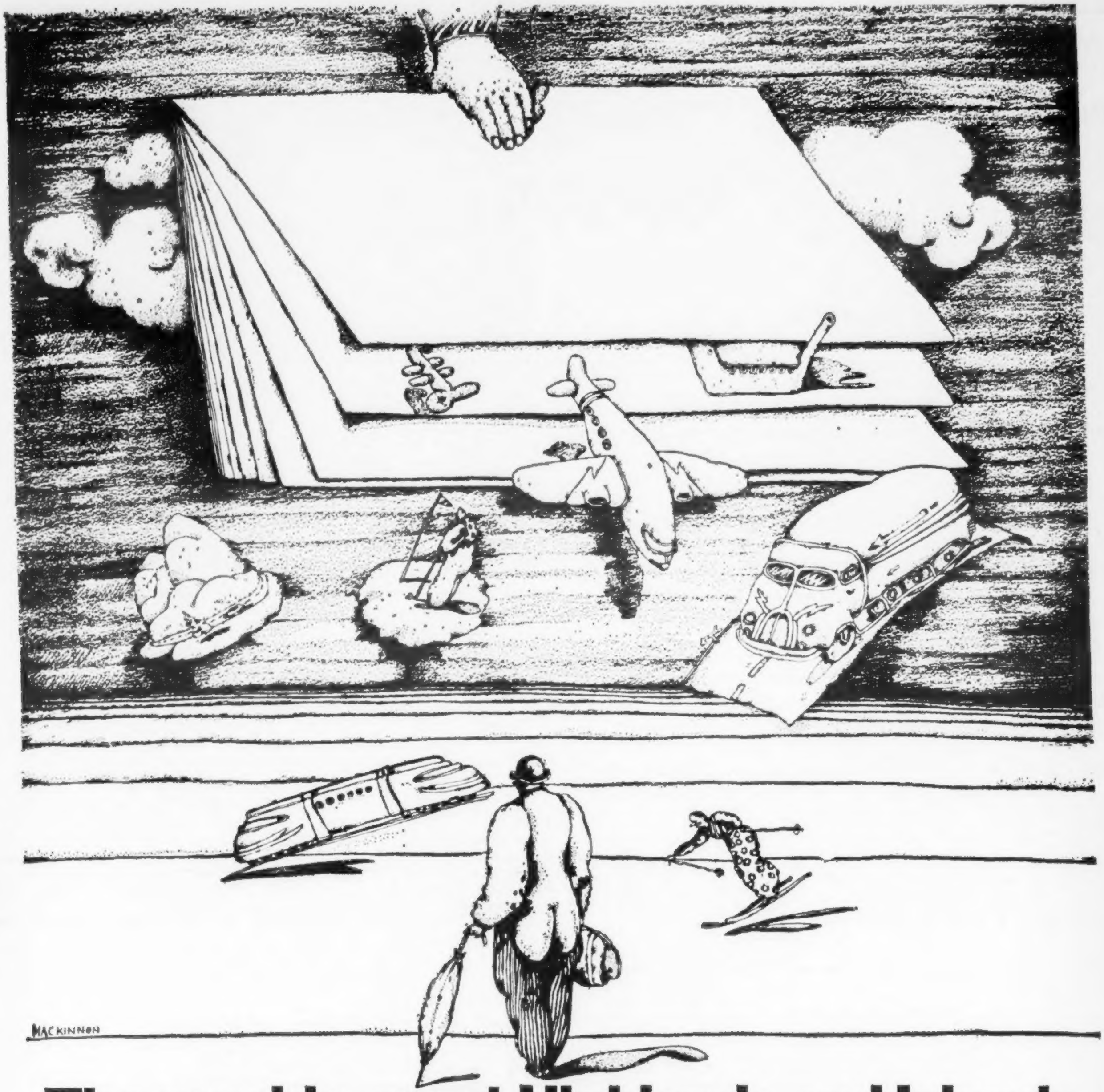
A £100,000 order for handling equipment, won by a British firm against strong competition from Europe and Canada, and designed, manufactured and shipped in a record four and a half months, is now on its way to Canada.

The contract was awarded to Redler Conveyors Ltd., Stroud, Glos., by Airscrew-Weyroc Ltd., Weybridge, Surrey, who are building a plant for the production of chipboard in Chatham, New Brunswick.

Baggage handling equipment ordered

Almost exactly one year after ordering Boeing 747 cargo and baggage handling equipment from Aviation Traders (Engineering) Ltd., the Irish national airline, Aer Lingus, has placed another order with the Southend-based aerospace engineering company.

The repeat order valued at more than £30,000, covers the supply by ATEL of four cargo transfer transporters and a further seven cargo dollies for use at Dublin, Shannon and London airports.



The muckle great Highlands and Islands development brochure.

(The mucklest in the world.)

The biggest most detailed published analysis of any development region in Britain. Incentives. Opportunities. Sites. Everything about this exciting and uniquely administered development region the expanding industrialist should want to know. 64 lucid pages, with 4-colour illustrations, scotfree. Have your secretary mail this coupon.

Please send me the Highlands and Islands development brochure.

Name Title

Company

Address County

To Director of Industrial Development & Marketing Q1

Highlands and Islands Development Board, 6 Castle Wynd, Inverness, Scotland.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

▶ *The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of* Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural and fisheries policy

THE TEXTS of the following Regulations, Decision and Directive which affect the fisheries and various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations, Decision and Directive may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

Seen loading at Runcorn Docks on her maiden voyage is the mv 'Decimal' 499 *n.r.t. a new vessel operating on the weekly Metric Line Unit Load Service to Rotterdam. Serviced by the Port's 32-ton Scotch derrick crane, the vessel left Runcorn on November 1 with 63 loaded units. She will sail weekly from Rotterdam on Tuesdays, Runcorn on Fridays with a call at Liverpool on Thursdays.*

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 2164/70 relates to imports of olive oil from Spain (*Journal Officiel* No. L238 dated October 29, 1970).

Regulation (CEE) No. 2165/70 relates to imports of olive oil from Tunisia (*Journal Officiel* No. L238 dated October 29, 1970).

Regulation (CEE) No. 2152/70 relates to the standard amount for unrefined olive oil, entirely obtained in Greece and transported direct from that country into the Community (*Journal Officiel* No. L237 dated October 28, 1970).

Decision No. 70/481/CEE exempts France from applying to certain species **Directive No. 69/208/70** concerning the marketing of oil and fibre plant seeds (*Journal Officiel* No. L237 dated October 28, 1970).

Regulation (CEE) No. 2214/70 extends **Regulation (CEE) No. 785/67** relating to the methods for the purchase of olive oil by the Intervention Organizations (*Journal Officiel* No. L240 dated October 31, 1970).

Regulation (CEE) No. 2219/70 modifies **Regulation (CEE) No. 154/69** relating to the methods of application for refunds and levies for the export of olive oil (*Journal Officiel* No. L240 dated October 31, 1970).

PIGMEAT

Regulation (CEE) No. 2151/70 fixes the basic price and the quality standard for slaughtered pigs for the period November 1, 1970 to October 31, 1970 (*Journal Officiel* No. L237 dated October 28, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2160/70 modifies **Regulation (CEE) No. 1579/70** establishing special conditions for the export of certain cheeses to Spain (*Journal Officiel* No. L237 dated October 28, 1970).

Regulation (CEE) No. 2210/70 annuls **Regulation (CEE) Nos. 662/69, 1033/69, 1489/69** and **1659/69** concerning the sale, at a reduced price, of butter from public stock (*Journal Officiel* No. L240 dated October 31, 1970).

(*Continued on next page*)

ENGLISH EXPORTERS (LONDON) LTD.
70 Baker Street, London, W.1.
Telephone: 01-486 4871 (7 lines) Telex: 23794 Cables: ENGLEXPORT London
We offer our services to manufacturers concerning their exports to anywhere in the World without charge to them and pay here against shipping documents.
WE SPECIALISE IN SWITCH, TRIANGULAR AND BARTER TRANSACTIONS.

WINES

Regulation (CEE) No. 2215/70 relates to aid for private storage of table wines from type RIII (*Journal Officiel* No. L240 dated October 31, 1970).

Regulation (CEE) No. 2217/70 extends the system applicable to imported wines coming from Algeria, Morocco or Tunisia; and modifies **Regulations (CEE) Nos. 1430/70** and **1679/70** (*Journal Officiel* No. L240 dated October 31, 1970).

POULTRYMEAT

Regulation (CEE) No. 2147/70 fixes the sluice-gate prices and the levies in the poultrymeat sector (*Journal Officiel* No. L236 dated October 27, 1970).

OVALBUMIN AND LACTALBUMIN

Regulation (CEE) No. 2148/70 fixes the sluice-gate prices and the import levies for ovalbumin and lactalbumin (*Journal Officiel* No. L236 dated October 27, 1970).

TRADE IN FRESH MEAT

The *Board of Trade Journal* dated October 22, 1969 (page 1136) contained an announcement about **Directive No. 69/349/CEE** modifying **Directive No. 64/433/CEE** which concerns health problems connected with intra-Community trade in fresh meat. The *Journal Officiel des Communautes Européennes* No. L239 dated October 30, 1970 contains the text of **Directive No. 70/486/CEE** extending the time allowance specified by Article 19 of **Directive No. 69/349/CEE** above.

FISHERIES

Regulation (CEE) No. 2141/70 establishes a common structures policy in the fish sector (*Journal Officiel* No. L236 dated October 27, 1970).

Regulation (CEE) No. 2142/70 sets up a common organization of the markets in the sector for fish products (*Journal Officiel* No. L236 dated October 27, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 2150/70 annuls **Regulation (CEE) No. 2084/70** recording a state of severe crisis in the pears market (*Journal Officiel* No. L236 dated October 27, 1970).

Company law—the European Company

THE *Journal Officiel des Communautés Européennes* No. C124 dated November 10, 1970, contains the draft text of a proposed regulation to set up a statute for a European Joint-Stock Company. 'The European Company' will be based on a law that will be uniform and directly applicable throughout the Community and that can also be interpreted uniformly by the Court of Justice of the European Communities. It can not, however, replace the national company forms nor is it intended to do so. It is only designed to facilitate certain operations involving companies from different Member States, such as mergers, establishment of a holding company or establishment of a joint subsidiary.

Copies of the *Journal Officiel des Communautés Européennes* No. C124 containing the draft text, in French, of the proposed regulation may be obtained through HMSO, 49 High Holborn, London, W.C.1. It should be noted that the text of the regulation, when finally approved, may differ from the draft text referred to above.

Common customs tariff—suspension of duties

THE *Journal Officiel des Communautés Européennes* No. L237 dated October 28, 1970 contains the text of **Regulation (CEE) No. 2153/70** suspending the Common Customs Tariff applicable to shrimps of the Pandalus Platiceros Japonicus variety, boiled in water and shelled, frozen, intended for the canning industry, (Common Customs Tariff No. ex 16.05) at a rate of 10 per cent for the period November 1, 1970 to December 31, 1970.

The French text of this Regulation may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

(*Continued on next page*)

Take the Export road with us

Seeking out information on local market conditions, making contacts with likely agents and potential buyers, undertaking economic intelligence—these are just some of the services that we the Chartered Bank can give *you* the exporter. You'll find us in over 30 major trading areas, spanning the Continents, from Europe right across the Middle East and Asia to North America.

The Chartered Bank Group

THE CHARTERED BANK
(Incorporated in England by Royal Charter, 1853)
Head Office: 38 Bishopsgate, London, E.C.2.
Telephone: 01-588 3688

THE EASTERN BANK LIMITED
Head Office: 2 & 3 Crosby Square, London, E.C.3.
Telephone: 01-588 2044

***Talk to our Trade Promotion Department** in London direct or through our offices in Manchester and Liverpool.*
Learn what makes us profitable export path finders.

EUROPEAN COMMUNITIES, *continued*

Imports from non-member countries

THE *Board of Trade Journal* dated August 5, 1970 (pages 297/298) contained details of goods which, under Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State even though they may be accompanied by a circulation certificate. Details of subsequent alterations to this list of products were published in *Trade and Industry* dated October 28, 1970 (page 100). The *Journal Officiel des Communautés Européennes* No. L238 dated October 29, 1970 contains the texts of two Decisions as follows:

Decision No. 70/484/CEE authorizes Germany to exclude from Community treatment preparations and preserves of green beans (Common Customs Tariff No. ex 20.02) originating in South Africa and freely circulating in the Benelux countries.

Decision No. 70/485/CEE authorizes Germany to exclude from Community treatment preparations and preserves of mushrooms (Common Customs Tariff No. ex 20.02) originating in Poland and the USSR and freely circulating in the Benelux countries.

The French texts of the Decisions referred to above may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

Common commercial policy—Community imports

THE *Board of Trade Journal* dated February 11, 1970 (page 408) contained an announcement about **Regulation (CEE) No. 109/70** establishing a common system applicable to Community imports from State Trading countries. The *Journal Officiel des Communautés Européennes* No. L239 dated October 30, 1970 contains the text of **Regulation (CEE) No. 2172/70** which extends to additional products the provisions of **Regulation (CEE) No. 109/70** above.

The French texts of the Regulations referred to above may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

IRISH REPUBLIC

Increase in wholesale tax on luxury items

IN A supplementary Budget on October 28, Mr. Colley, the Minister of Finance in the Irish Republic, announced that the rate of wholesale tax on those articles hitherto chargeable at 15 per cent was to be raised to 20 per cent. The increased rate took effect from November 1, 1970. Those articles subject to 20 per cent rate are yachts and other pleasure craft; motor cars, motor cycles, scooters and mopeds; caravans; radio and television sets, radiograms, record players, gramophones and gramophone records.

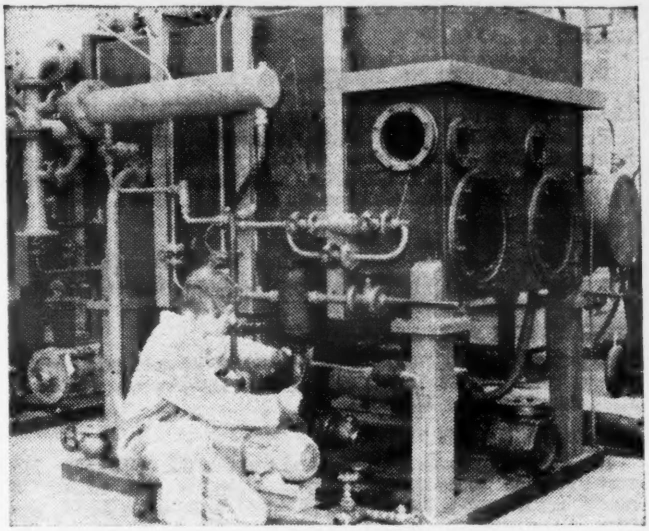
Inquiries from British exporters may be made to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 466/467).

Certificates of Origin

Export Invoices for all Commonwealth Countries
Also E.F.T.A. Certificates

Complete price list on request

For our unequalled return of post service—write, wire or phone
THE CHATSWORTH PRESS & PAPER CO., LTD.
39, Waterloo Road, London, NW2 7TT *Tel.:* **01-452 9861 (3 lines)**



Picture shows a Clark two-stage 'flash' distillation unit, undergoing final checks at the Hull works of George Clark & Sons Ltd. It is part of a £68,000 order for six similar units being prepared for the Howaldtswerke-Deutsche Werft shipyard in Finkenwerde, Germany.

FRANCE

Import regulations for certain foodstuffs

THE FRENCH *Journal Officiel* of October 21 announced amendments to the variable levies and maximum rates applicable to certain foodstuffs from October 12 as set out in their notice of October 14 (see *Trade and Industry* notice of October 28, page 100). The foodstuffs are those falling within the following Tariff headings; 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05 and 38.12.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423, 408, 288) where the amended French text may be seen.

SPAIN

Home compensation tax levy: quebracho

THE SPANISH authorities have announced in their *State Gazette* of November 2, that the 2 per cent Home Compensation Tax Levy has been extended until October 15, 1971 on tanning extract of quebracho insoluble in cold water (tariff heading 32.01-C.1).

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

YUGOSLAVIA

Economic stabilization measures

AS THE drafting and implementation of the next medium term plan for Yugoslavia has been postponed for a year, the Federal Executive Council has decided upon a stabilization programme to deal with immediate economic problems.

The first stage of this programme will include the following temporary measures. A price freeze on all industrial products, based on the prices prevailing on October 29, 1970. In addition, a ceiling has been placed on the prices of wheat flour, sugar, lard, oil, butter, margarine and rice. Local authorities have been instructed to freeze the prices of bread, pork, beef, poultry, fish, fresh milk, rents, public utilities and urban transport. Personal incomes will not, however, be frozen.

An import deposit scheme has been introduced, whereby 50 per cent of the value of imported goods must be deposited, which will be refunded after 90 days. Individuals importing goods and paying for them from their own foreign exchange account will not, however, be affected.

Restrictions of consumer credit have also been implemented by restricting credit allowed to individuals to 6,000 dinars, and deposits on purchases must now not be less than 20 per cent.

The aim of this programme is to control inflation and to balance the payments account while maintaining economic activity.

No further details are available, but any inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

SWEDEN

Recent economic measures

PRICE FREEZE

A GENERAL PRICE freeze has been announced by the Swedish Government. The freeze has been imposed on the prices of all goods and services at all levels of production and distribution at the price levels operative at noon on October 7, 1970. The Government order is effective from October 8, and will remain in force until March 31, 1971.

The Swedish Prices and Cartels Board, the administering body, have announced the following exemptions from the provisions of the order.

A. Automatically exempt

1. Sale or purchase of real estate;
2. Rentals;
3. Transport by ship or aircraft both inside Sweden and going abroad;
4. Financial operations and trade with foreign currency.

B. Exempt by decision of the King-in-Council

1. Activities subject to a rate or fee fixed by a Government or Local Authority;
2. Wholesale or retail of spirits, wine and strong beer (State Monopoly).

C. Temporarily exempt by decision of the Prices and Cartels Board

1. Rentals of real property, unless covered by A2;
2. Live animals;
3. Pot plants, cut flowers, annuals and perennials;
4. Certain kinds of grain, sugar beet and potatoes used for industrial purposes;
5. Game (including birds), duck and goose;
6. Auctions concerning:
    - Fish, crayfish and molluscs
    - Fruit and vegetables
    - All kinds of timber
    - Second-hand goods
7. Fish, crayfish and other molluscs when sold by fishermen;
8. Fruit, vegetables, berries and roots when sold by the grower;
9. Incorporeal property rights;
10. Electric current in those cases not already exempt under the order;
11. Antiques, antique books, works of art and handicrafts;
12. Transport of goods by inland shipping;
13. Medicines regarded as pharmaceutical preparations and goods in the current price list for pharmacies.

(*Continued on next page*)

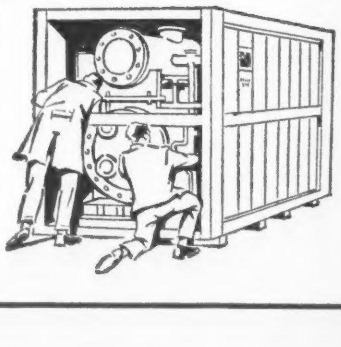
LEP
PACK
FOR
EXPORTERS

For over 50 years, Lep have specialised in export and transit packing. Today, heavy equipment, machine tools, aircraft components, electronic and scientific equipment, antiques and textiles are just some of the many types of goods packed at 16 depots in the United Kingdom.

Lep Packing Ltd.,
Corney Road, Chiswick, London W4.
Telephone: 01-995 1300
Telex: Transport Chiswick 23944

Depots also at; Birmingham, Bradford, Bristol, Glasgow, Goole Hull, Leicester, Manchester, Newcastle, Northampton, Nottingham, Sheffield, Southampton, Stoke-on-Trent.

A member of the international Lep Group of Companies



SWEDEN, *continued*

The Prices and Cartels Board may grant further exemptions in special cases. British firms seeking exemption should therefore make representations direct to the Board, whose address is:

Statens Pris O Kartellnamd,
Strindbergsgatan 36-40,
S-115 31 Stockholm.

INCREASES IN TAXATION

The Swedish Minister of Finance proposed the following fiscal measures in the Legislature on October 16:

1. Payroll tax to be increased from 1 to 2 per cent with effect from January 1, 1971;
2. Employers' health insurance contributions to be increased from 2.9 to 3.1 per cent with effect from January 1, 1971;
3. Tax on private consumption of electric energy to be increased from 7 to 10 per cent with effect from December 20, 1970;
4. Petrol tax to be increased by Sw. Kr. 0.10 a litre and taxes on fuel oils to be increased by Sw. Kr. 0.8 a litre with effect from November 1, 1970;
5. Taxes on alcoholic liquor and beverages to be increased by 10 per cent with effect from November 1, 1970;
6. Value Added Tax on consumer durables to be increased from 10 to 15 per cent with effect from November 1, 1970. (Effectively from 11.11 to 17.65 per cent). (This in effect brings forward by two months the increase in the Value Added Tax on these articles which will be applied across the board on January 1, 1971).

Inquiries relating to this notice should be addressed to Tariff Section of Export Data Branch, Department of Trade and Industry, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 458/461).

SAUDI ARABIA

Ownership of real estate

ON SEPTEMBER 13, 1970 (12/7/1370 AH) the Saudi Arabian Royal Decree No. M/22 was issued giving approval to the ownership of real estate by non-Saudis under certain conditions. The sections of interest to British firms and businessmen are as follows:

> Foreign firms operating in the Kingdom under the Foreign Capitals Investment Act may own the premises needed by them including the living quarters of their employees provided permission is obtained from the Minister of Commerce and Industry.
>
> Non-Saudi nationals may possess their own residential buildings or exploit them provided a royal consent is given on the recommendation of the Minister of the Interior.

The full English text of the decree is available from the Commercial Relations and Export Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221). Please quote reference CRE 31973.

P & D
Overseas Newspapers and Periodicals
DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-

FINLAND
SIGNAL INTERNATIONAL
The Hobbies and Mail Order Trade Magazine
Quarterly in English. Circulation 10,000. Printed by offset – press material required. Photographs or Drawings.
Type area: 3 cols. x 60 mm x 260 mm deep.
Advertisement Rates
Page US$100; ½ page US$50; ¼ page US$30. Annual subscription £3.

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details of our service representing publishers for 18 years.

PUBLISHING & DISTRIBUTING CO. LTD.,
MITRE HOUSE, 177 REGENT STREET, LONDON, W.1.
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

Two senior executives of Sumerbank, the largest industrial state economic enterprise in Turkey are visiting the United Kingdom on an intensive training programme in the ready-made clothing industry. The visit is sponsored by OECD and is being organized by the international Inbucon managment consultancy group through its major consultancy unit AIC. Pictured on a visit to Glen-Har Ltd., of Glasgow are, left to right, Mr. J. Dennis Henry, a manager for AIC in the West of Scotland Mr. Suap Sayer, from Ankara, Mr. Ercan Oner, from Izmir, Mr. D. Taylor, managing director of Glen-Har Ltd., and Mr. H. Hollingworth senior consultant for AIC.

IRAQ

Customs Tariff Amendments

THE FOLLOWING amendments in the Iraqi Customs Tariff are notified in the *Official Gazette* No. 1921 of September 17.

Tariff No.	Description	Unit	Rate of duty
84.17	Machinery, plant and similar laboratory equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vapourizing, condensing or cooling, not being machinery or plant of a kind used for domestic purposes: instantaneous or storage water heaters non-electrical:		
	(a) For processing spirituous liquors and vinegar	—	Free
	(b) For processing dairy products	—	Free
	(c) Domestic type instantaneous water heaters, non-electrical	Value	25%
	(d) Other	Value	5%
84.19	Machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags or other containers; other packing or wrapping machinery; machinery for aerating beverages; dish washing machines:		
	(a) Machinery for pressing, packing and industrialization of dates and by-products	—	Free
	(b) Other	Value	5%

Inquiries from British exporters about this Notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). The department has 20 local offices in various parts of the United Kingdom. A list was given in the Board of Trade Journal *of August* 19.

SUDAN

Five-Year Plan 1970-75

TOTAL INVESTMENT in the public sector under the new Five Year Plan, which has recently been approved by the Sudanese Government amounts to £S215 million, of which £105 million is to be met from internal sources and £110 million from foreign loans and aid.

Expenditure 1970-75	£S million
Total	215·0
1. Agriculture	80·0
2. Industry	36·4
3. Transport and communications	29·6
4. Power	12·8
5. Education	14·6
6. Health	8·4
7. Public services	13·5
8. Public administration	6·4
9. Unallocated	3·4
10. Aid and assistance	9·8

The following table gives expenditure for the first year of the Plan.

Expenditure 1970-71		£S thousand
Total		37,172
1. Ministry of Agriculture		5,000
2. Agricultural development		236
3. Ministry of animal resources		890
4. Ministry of Co-operation and Rural Development		4,000
5. Ministry of Irrigation and Hydro-Electric Power:		
(a) El Suki Project – Agriculture	964	
Irrigation	2,000	
(b) El Rahad Project – Irrigation	1,120	
(c) Other	1,180	5,264
6. Social services for extensions		80
7. Sudanese Agricultural Bank		352
8. Ministry of Industry and Mineral Resources		2,030
9. Ministry of Transport and Communications		4,581
10. Ministry of Defence – Civil Aviation		205
11. Ministry of Works – Central Electricity and Water Corporation		5,000
12. Ministry of Education and Instruction:		
(a) Education and Instruction	1,830	
(b) University of Khartoum	382	2,212
13. Ministry of National Guidance		195
14. Ministry of Youth, Sports and Social Affairs		100
15. Ministry of Health		1,500
16. Ministry of Housing		50
17. Ministry of Local Government		3,288
18. Ministry of Planing		205
19. Ministry of the Interior		100
20. Ministry of Justice		40
21. Ministry of Labour		180
22. Ministry of Economics, Trade and Supply		20
23. Ministry of the Treasury		44
24. Technical assistance		1,600

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357), quoting reference CRE 26678G.

ISRAEL

Weights and Measures Regulations

SOME SECTIONS of the Israeli Weights and Measures Regulations 1963 have now been superseded by new regulations which come into effect on January 1, 1971.

Tariff amendments

AMENDMENTS have been made to the following Israeli Tariff Item numbers: 37.07, 48.01, 85.05.

Emergency Regulations: surcharge

ISRAELI TARIFF item numbers 26.04 and 78.01 are affected by changes in the Emergency Order (Rates of Compulsory Payments) 1964.

Inquiries from British exporters about these notices should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

REPUBLIC OF SOUTH AFRICA

Sales duty change

UNDER SOUTH AFRICAN *Government Gazette* notice R1741 of October 16, braille watches have been exempted from sales duty and the rate of sales duty on textile gloves has been reduced from 25 per cent to 10 per cent.

Inquiries should be addressed to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

NEW ZEALAND

Tariff and Development Board Reports

COPIES OF the following New Zealand Tariff and Development Board reports have been received, and are available from the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
20.06.13	Pineapples
67.02.01 67.02.09	Artificial flowers

(Continued on next page)

The direct route to the Arab Markets

هنا لندن
Huna London
B.B.C. Arabic Radio Times

The British Broadcasting Corporation offers exporters, through "HUNA LONDON" an opportunity to reach the extensive markets of the Arab World.

Guaranteed Circulation 60,000 copies monthly

Mailed direct to readers in eighteen Arab countries plus 15,000 copies on sale through bookstalls and newsvendors—magazine format: cover in full colour, fifty-two fully-illustrated inside pages containing programme schedules and items of business and family interest. "HUNA LONDON" is one of the most keenly read quality publications throughout the Arab World and one that does an important job for British exports.

Interested? Why not send for *"The Direct Route to the Arab Markets"* which outlines the facilities offered by B.B.C. publications and broadcasts.

B.B.C. Arabic Service, Bush House, W.C.2.
Please send___ copies *"The Direct Route to the Arab Markets"*.
Name___
Firm___
Address___
BOT

NEW ZEALAND

The technology advances

Each successive year sees huge strides forward in the technology at work in New Zealand. The most modern plant and the latest techniques are being used to process coastal ironsand deposits for steel products. The site is at Glenbrook, near Waiuku, 40 miles south of Auckland.

Estimates put the future annual output potential at 200,000 tons of steel. Plans too for a pipe mill are well under way, and this should be in operation by late 1971.

And we keep a close eye on all the new developments; so we can help keep our customers up to date on New Zealand. So why not study a copy of the latest edition of our "Review of the Economic Situation in New Zealand" or our booklet "Investing in New Zealand"? They are yours for the asking.

Over 200 branches and Agencies throughout New Zealand.

The National Bank
OF NEW ZEALAND LIMITED

Our London Address:
8 Moorgate, EC2R 6DB. Telephone: 01-606 8311.

Emergency Protection Authority—wooden tool handles

THE NEW ZEALAND Minister of Industries and Commerce has re-referred to the Emergency Protection Authority on October 29, 1970, the following: Wooden tool handles viz: shovel and similar handles, double vent or Ames pattern spade handles, double bent type; other tool handles of wood (excluding file, knife and lawn mower, broom, mop, hoe, rake and similar handles) falling within Tariff Item Ex 44.25.04.

Details of the original reference were given in the *Board of Trade Journal* on May 13, 1970, page 1357.

The Emergency Protection Authority is required to report to the Minister by November 27, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its services the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 821/69.

Customs tariff inquiry—certain armoured suction and delivery hose

IN ITS Report No. 98 of October 8, 1969 to the Minister of Industries and Commerce the New Zealand Tariff and Development Board recommended that, in view of the need for more time for development and testing, involving both the New Zealand manufacturer and the user industries, the question of duties and import licensing in respect of armoured suction and delivery hose of internal diameters up to six inches, suited for the conveyance of oil products (Ex T.I. 59.15.09) should be reviewed by the Board after 12 months. This recommendation was accepted by Government.

Following consultations with interested parties the Board will conduct a public inquiry which will take place in Wellington on Thursday, February 18, 1971, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Tuesday, February 2, 1971.

'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc. PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member – details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 720/69.

Customs tariff inquiry

THE NEW ZEALAND Minister of Customs has referred to the Tariff and Development Board for inquiry and report the question of protection for the goods described below.

Tariff Item	Description	Rates of Duty		
		British Preferential	Most Favoured Nation	General
	Audio-frequency electric amplifiers:			
85.14.04	As may be determined by the Minister	25%* Aul. 20%*	45%*	55%*
85.14.05	Other	Free	20%	25%
	High-fidelity tuning units: †			
85.15.74	As may be determined by the Minister	25%* Aul. 20%*	45%*	55%*
85.15.75	Other	Free	20%	25%

* Or such lower rate of duty as the Minister may in nay case direct

† Being defined as:
That part of a radio broadcast receiver which incorporates the radio frequency, mixing, intermediate frequency and detecting stages but does not incorporate the output or power amplification stage and which:
(a) is designed to receive frequencies from 495 KHZ to 1650 KHZ, and
(b) has a band-width of at least 7 5 KHZ ± 3 decibels.

In the course of its inquiry the Board will consider the provisions of the tariff items involved, the rates of duty and the application of different rates to particular classes of goods. The Board will also consider the question of import licensing as it affects the goods under inquiry.

The public inquiry will take place in Wellington on Tuesday, February 2, 1971 at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Friday, January 15, 1971.

'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, telegraphic address 'Transtrade', telephone Wellington 43-706 (the BTANZ charges a fee for its services, the amount varing according to the work entailed and whether the trade association or firm is a member – details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 662/70.

'Trading Post,' a 15 minutes weekly radio programme for businessmen in Hong Kong has just passed its 200th edition. The programme, directed to the Chinese community, includes items on trade and interviews with British businessmen. The programme is introduced by George Yeatman and produced in the London studios of the Central Office of Information by Stella Park. It is released through the British Information Services, and is broadcast on Radio Hong Kong on Saturdays with repeats on Mondays. Picture shows Mr. Michael Montague, chairman of the Asia Committee of the BNEC; Mr. Geoffrey Hamm, chairman of the Council of London Chamber of Commerce; and Mr. Ernest Grimwood, regional representative in Europe of the Hong Kong Trade Development Council, taking part in the 201st edition of the programme with George Yeatman (extreme left).

Customs tariff inquiry

THE NEW ZEALAND Government has accepted the recommendation of the Emergency Protection Authority that, pending inquiry and report by the New Zealand Tariff and Development Board, import licensing be retained on letter clips and on paper clips of wire up to a maximum thickness of 18 s.w.g. (both ex TI 83.05.09). In referring this matter to the Board, the Minister of Customs has requested that the scope of the inquiry be widened to include all the goods of TI 83.05.09. Accordingly the Board will 'inquire into and report on what form of permanent protection, if any, is necessary in respect of all goods classified in tariff item 83.05.09'. This inquiry will therefore cover all the goods of tariff heading 83.05 except staples. The goods are provided for in the tariff as follows.

Number	Description	Rates of Duty		
		British Preferential	Most Favoured Nation	General
83.05	Fittings for loose-leaf binders, for files or for stationery books, of base metal; letter clips, paper clips, staples, indexing tags, and similar stationery goods, of base metal			
83.05.09	Other	20% Can. 30%	50%	60%

The Board will, in accordance with its normal procedures, conduct a public inquiry which will take place in Wellington on Tuesday, February 16, 1971, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Friday, January 29, 1971.

'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member – details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 830/69.

(NEW ZEALAND, *continued on next page*)

NEW ZEALAND, *continued*

Customs tariff inquiry—marking pens

FOLLOWING RECEIPT by the Minister of Customs in New Zealand of a report from the Emergency Protection Authority, the Government has accepted the recommendation of the Authority that parts of marking pens and similar appliances should not be exempted from import licensing until such time as the extent of protection, if any, necessary in regard to complete marking pens and similar appliances, as well as any component parts and fittings, has been examined by the Tariff and Development Board.

In accordance with the provisions of the Tariff and Development Board Act, the Minister of Customs has requested the Board to inquire into and report what form of permanent protection, if any, is necessary in respect of those goods classified within the Tariff items set out in the schedule to this notice.

The Board will, in accordance with its normal procedures, conduct a public inquiry which will take place in Wellington on Thursday, February 4, 1971 at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Tuesday, January 19, 1971.

'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member – details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877,Ext. 2321), quoting reference CRE 848/69.

SCHEDULE

Number	Description	Rates of Duty		
		British Preferential	Most Favoured Nation	General
Ex.98.03.01	Marking pens and like appliances incorporating felt wick or similar type applicators	17% Can. 30%	35%	60%
Ex.98.03.19	Parts and fittings (other than felt wicks and fibre tip applicators) for marking pens incorporating felt wick or similar type applicators	17% Can. 30%	35%	60%
Ex.98.04.01	Felt wicks and fibre tips applicators for marking pens	17% Can. 30%	35%	60%

AUSTRALIA

Nitrogenous fertilizers: tariff changes and dumping duty

AS A RESULT of an interim report by the Australian Tariff Board on the 'Industrial Chemical and Synthetic Resins Review', duties on ammonium chloride have been reduced to: General 7½ per cent and Preferential Free (tariff item 28.30.100).

The present bounties on urea and ammonium sulphate will finish after November 18, 1970.

As a result of the Board's inquiries under the Dumping and Subsidies Act, dumping duties have been imposed on nitrogenous fertilizers, falling within an item in chapter 28, 29 or 31 of the Australian Customs tariff, which are entered into Australia for home consumption on and after October 28, 1970.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting reference No. CRE 1583/69.

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) photographic and cinematographic apparatus and parts within tariff items 90-07 to 90-10 inclusive but excluding:
  (a) cameras under 90.07.1 other than those used in graphic arts processes and
  (b) goods under 90.08.1, 90.08.2, 90.09.1 and 90.10.2.
(2) lamps and flash bulbs (tariff items 85.20.3 and 85.20.4 and
(3) tripods for surveying instruments (tariff item 90.14.3).

Details of the tariff items under which the above-mentioned goods are dutiable, may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468, 469 and 401).

This reference is of departmental origin and as a result of representations by local industry.

This matter has been reported by the British High Commission in Canberra, which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later han November 25.

Before this date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting reference No. CRE 1647/70.

Marking and standardization of packaged imported goods

A NOTICE was published in the *Board of Trade Journal* dated March 25, 1970, giving details of the introduction by the Australian States of uniform packaging legislation. It was anticipated that the legislation would operate from November 1, 1970.

Following the Australian Governments decision to convert to the metric system of weights and measures, it has been decided that implementation of the proposed legislation referred to in the booklet *Marking and Standardization of Packaged Goods Imported into Australia* should be deferred until May 1, 1971.

Prepacked goods marked in Imperial and/or metric measures imported prior to May 1, 1971, will be acceptable.

Importers and exporters to Australia of packaged goods normally marketed solely in Imperial measures are urged to adopt dual marking during the conversion period.

Since issue of the marking and standardization booklet it has been decided that articles packed especially for an Australian principal need not carry his name and adress or 'approved brand.' Paragraph 12 of the booklet should, therefore, be regarded as deleted.

Adoption of the metric system and other proposed changes will involve many modifications to the booklet. A reprint will be circulated when practicable.

Any inquiries about this notice or requests for the booklet should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468, 469 and 401).

CHILE

Import duty amendments

THERE HAVE been further amendments to Chilean rates of import duty since those reported in the *Board of Trade Journal* of September 30, 1970; goods in most sections of the tariff are affected.

British exporters can obtain information about these changes by specifying the products in which they are interested, and addressing their inquiries to Tariff Section of Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

COLOMBIA

Prior approval required for imports of sodium dithionate

BY COLOMBIAN Ministry of Finance Resolution 016 of July 7, 1970 imports of sodium dithionate (Tariff No. 28.36 A I) shall require prior approval of the Imports Board of INCOMEX (Colombian Institute of Foreign Trade), as imports of this chemical are considerably affecting the national industry engaged in its production.

British exporters interested in this notice may obtain further information from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

Prior deposits lowered

BY RESOLUTION No. 47 published in July 1970, the Colombian Ministry of Finance has lowered the rate of prior deposit on the following goods.

Tariff No.	Description	Rate per cent of fob value
27.14 B II	Residues of petroleum oils or of oils obtained from bituminous minerals	30
28.38 A VII	Chromium sulphate	30
29.14 B I	Acrylic acid and methacrylic acid (monomer) their salts and esters	30
29.35 D	3, 4 Dichloroprophylanilide	30
38.19 C	Anti-scaling compounds and anti-oxidizing preparations (without the addition of lubricants)	30
38.08 D	Rosin spirit and rosin oils	30
39.01 A I	Phenoplasts	30
39.01 A II	Aminoplasts	30
39.01 A III	Alkyds	30
39.01 A VI	Polyurethanes and superpolyurethanes	30
39.01 A VII	Epoxy resins and ethoyline resins	30
39.01 A VIII	Silicones	30
39.02 A I a	Low density polyethylene	30
13.03 A IV	Extract of hops	30
12.06 A	Cones or flowers, fresh or dried	30
85 03 B	Dry cells	1
90 19 B	Deaf aids	1

British exporters interested in this notice may, by specifying their products, obtain further details from Tariff Section of Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

Alterations to Chapter 84 of Colombian tariff

BY COLOMBIAN Ministry of Finance Resolution No. 006 of July 17, 1970, a new tariff heading has been introduced under tariff Number 84.17. The new heading is as follows:

Tariff No.	Description	Duty *ad val.* cif
84.17 H	Machinery, plant and similar laboratory equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature, specially for the meat processing industry	5%
84.17 I J	Other	15%

By Colombian Ministry of Finance Resolution No. 007 of July 31, 1970, the customs duty on the following item has been reduced.

Tariff No.	Description	Duty *ad val.* cif
84.59 C IV	Machinery for the manufacture of ropes or cables from textile thread or wire	15%

British exporters interested in this notice may obtain further details from Tariff Section of Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

Duty on bicalcium phosphate lowered if for special agricultural use

THE COLOMBIAN Ministry of Finance issued on July 17, 1970 Resolution No. 005 concerning the use of bicalcium phosphate (Tariff No. 28.40). If this mineral is used as a raw material to process mineralized salts or mineral additives for livestock it shall attract a 1 per cent

(*Continued on next page*)

H
DAVID LANGDON

V.I.C.
treatment......

Just another feature of a fast, modern fleet of cargo liners serving WEST INDIES, GUYANA, SURINAM, VENEZUELA, COLOMBIA, MEXICO, GUATEMALA, BRITISH HONDURAS, U.S. GULF PORTS and SOUTH and EAST AFRICA.

WE CARE FOR YOUR CARGO

Harrison Line

Thos. & Jas. Harrison Ltd., Mersey Chambers, Liverpool 2.
and Fountain House, Fenchurch Street, London, E.C.3.

8

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance. Box No. 10/-

Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London E.C.1.**

Replies to Box Numbers should be addressed to **Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

EXPORTERS OF PRODUCTION AND OFFICE EQUIPMENT! A massive international export advertising campaign is due to be launched in January 1971 and will continue until December 1971. For publicity minded companies who wish to promote their products world-wide, space is still available in the most outstanding, attention getting, full colour direct inquiry media ever to leave Britain. Companies who would like to consider participating in this campaign are invited to write for further details to the Campaign Manager, 'Made in Britain Campaign,' Direct Overseas Advertising Ltd., 46A, Gloucester Road, London, S.W.7 or telephone 01-589 1942.

MINI-MARKET SURVEYS—EUROPE. International press organization provides information on most subjects and most countries. Please state precise requirements for quotation. Box S 7085.

GERMAN GENTLEMAN, internationally educated, 32 years old, German and French university degrees in economics, three languages fluent, wants contact with UK company which realizes that a market share in the Common Market should be built up now. He has worked on the foundation of EEC- and Swiss-based subsidiaries and thus knows all the tax, legal and financial aspects as well as all important contacts. He also offers a wide experience in marketing for investment – as well as consumer goods. For some specific products immediate sales outlets can be found. Offers are welcome from all industries but mainly from home textiles and especially carpets or bedding. The target is not an agency but a chain of subsidiary companies through all Common Market countries. Box No. M12042.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry.—J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3571 (6 lines). Telex 45286.

'FLASH' Carton Case Opener. The opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, S.W.16. Tel. 01-769 0308/5960.

COLOMBIA, *continued*

levy with the favourable decision of the Ministry of Agriculture or the agency it may delegate.

British exporters interested in this notice may obtain further details from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU Tel. 01-248 5757, Ext. 474 or 476).

VENEZUELA

Imports of racing horses prohibited for six months of each year

THE VENEZUELAN Ministry of Agriculture and Livestock by Decree No. GAN 266 of October 22, 1970, prohibits annually, between October 1 and March 31 the importation of pure blood horses for racing (Tariff No. 921.01.01). Animals destined exclusively for reproduction, however, are exempt from the ruling of this decree.

British exporters interested in this notice can obtain further information from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

URUGUAY

Duty concessions

A DECREE (No. 455/970) was issued recently in Uruguay extending until March 31, 1971 the exemption from payment of customs duties and other charges in the case of imports of raw sugar or sugar in bulk for refining, semi-processed yerba mate, coffee beans, hessian, road making machinery, medicines and the raw materials for producing them. The exemption from payment of 50 per cent of such duties and charges which applies in the case of imported processed yerba mate is also extended to the same date. The present decree will only apply to the above products if imported free or with a 10 per cent surcharge.

The exemptions referred to above do not include the import tax brought into force by Article 173 and subsequent articles of Law No. 13,637 of December 21, 1967 and Decree No. 190/68 of March 5, 1968. The import tax (18 per cent of the actual or nominal value of the goods, whichever is the greater) will continue to be applied in accordance with this Law and Decree.

The President of the Republic has recently approved a decree (No. 457/970) by which capital goods required by local industry are exempted from payment of consular charges, surcharges, import taxes and customs duties when imported under agreements which provide foreign financial aid.

Prior deposits

THE URUGUAYAN Central Bank in Circular No. 160 gave details of exemptions from prior deposits (consignaciones) during the period January 1, 1970 to March 31, 1970 (see page 414 of *Board of Trade Journal* of February 11, 1970). A recent Bank Circular No. 204 extends this arrangement for the period October 1 to December 30, 1970 with certain amendments and additions.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

UNITED STATES

Washington Metropolitan Area Transit Authority—'Buy American' policy

IN MARCH 1970 the Washington Metropolitan Area Transit Authority (WMATA) decided on a policy of giving a preference to American firms bidding for construction and equipment contracts. The level of preference was fixed at 15 per cent which meant that an American low bidder could offer a price up to 15 per cent higher than that of the lowest foreign bid and still get the contract.

This 'Buy American' policy has recently been reviewed but the Board of the WMATA has decided to retain the 15 per cent preference in favour of American bidders.

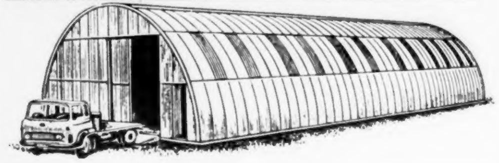
Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3364).

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Department of Trade and Industry, 1 Victoria Street, London, S.W.1. Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720449 8

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

LOW COST BIG COVER SUPER ROMNEY



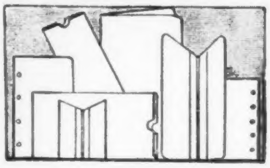
BRAND NEW ALL STEEL BUILDINGS
35ft. span, 17ft. 6in. high to centre. Any length in multiples of 8ft. Large sliding doors 13ft high x 10ft. 8in. wide. Separate access doors. As supplied to Contractors, Port Authorities, Government Departments, etc.
Also Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

NAYLOR BUILDINGS

Romney House
Wolverhampton Street
Darlaston Staffs.
Telephone No. 021 526 3851

E. W. Kendall & Co. Ltd.
FOR
CIRCULAR SAW BLADES
BANDSAW BLADES
CIRCULAR KNIVES
GROOVING SAWS
MACHINE KNIVES
AND
ALL WOODWORKING ACCESSORIES

write *212-214 Ravenscroft Road,*
or *Beckenham, Kent.*
telephone *Telephone: 01-778 3957/4353*



PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, N.W.10
Telephone: 01-459 5277

The highest standards of Quality • Service • Technology in
METAL FINISHING
for over 80 years
King & Fowler Ltd
Jamaica Street, Liverpool L1 0AQ
Telephone: 051-709 8411

CUNNINGTON AND COOPER LTD

ENGINEERS, SHEET METAL FABRICATORS
WALL HALL MILL,
DOBCROSS, Nr. OLDHAM
Telephone: Saddleworth 3111/2/3 and 3475
Engineers and Fabricators to Aircraft, Asbestos, Bakery, Building, Carbon Fibre, Catering, Chemical, Dairy, Electrical, Electronic, Food, Glass Fibre, Nuclear Energy, Petrochemicals, Plastics, Refrigeration, Rubber, Textile, Tobacco Industries and many others.

General sheet metal workers, metal polishers to the trade

Cutting capacity 10′ × ¼″
Brake Press 10′ × ⅛″

Leslie T. Clark
(Stainless Steel Fabrications) Ltd.

Fresh Wharf, Highbridge Road,
Barking, Essex.
Telephone: 01-594 5666-7-8

Member of the Stainless Steel Fabricators Association.

To advertise in
Trade and Industry
Incorporating the Board of Trade Journal
telephone
01-248 9876
extn. 6147/8
rate card from
HMSO
(P3) Room D92,
Atlantic House,
Holborn Viaduct,
London, EC1P 1BN

TEESDALE TOOLS LTD.

DESIGNERS & MANUFACTURERS OF PRECISION ENGINEERING TOOLS & EQUIPMENT

A specialist service to airlines for all engine overhaul tools

192 OVERNDALE ROAD, DOWNEND,
BRISTOL BS16 2RJ
Telephone 654283

ALUMINIUM HOLLOWARE

Catering equipment for hotels, canteens, restaurants, etc.

Williams (Pressings and Spinnings) Co. Ltd.
Crown Street,
Wolverhampton,
Staffs.
Telephone: Wolverhampton 25979

CAR RADIO PHONES, AM. WALKIE TALKIES, VHF 50-25 WATTS TRANSMITTERS, RADIO ALARMS, VHF AERIALS

MURPHY TELECOMMUNICATIONS

MURPHY TELECOMMUNICATIONS SYSTEMS LIMITED
NORTH BRADLEY HOUSE, NORTH BRADLEY, TROWBRIDGE, WILTSHIRE, ENGLAND
Telephone: Trowbridge 5306 Telex: 44809

The day we gave a customer some washing machines.

One of our customers imports washing machines into Australia. His was one of the first ACT Container shipments to dock Down-Under.

On that day, he had this to say:-

"Before Containers we suffered more than 25% loss through damage. Now, our ACT container consignments arrive in 100% condition".

He went on:-

"We can now unpack 24 units in half-an-hour. Before containers, it took a full day, with the same labour force". Hardly surprising that he told ACT he was "walking on air"

We gave this to our customer —

1. A 25% saving on transit damage.
2. A large saving on labour costs in handling.
3. An expected cut-back on insurance bills.
4. The end of a lot of the import paperwork.
5. Some very happy clients with deliveries comfortably met.

May your feet never touch the ground, sir. Give us a ring. And name **your** day.

Associated Container Transportation Ltd.

136, Fenchurch Street, London
E.C.3 Tel: 01-481 2567

LONDON REGION Orsett Depot, Brentwood Road, Orsett, Essex. Tel: 0375 5181 Telex: 27602. **MIDLAND REGION** College Road, Ferry Barr, Birmingham 22B. Tel: 021-356 7531 Telex: 338094. **N.W. REGION** Barton Dock Road, Urmston, Manchester. Tel: 061-748 9121 Telex: 668423. **LIVERPOOL** Orrell Lane, Bootle, Liverpool L20 6NR. Tel: 051-525 5266 Telex: 62666. **N.E. REGION** Wakefield Road, Stourton, Leeds, 10. Tel: 0532 72211 Telex: 557336 **SCOTTISH REGION** Gartsherrie Road, Gartsherrie, Coatbridge, Lanarkshire. Tel: 0236 27526 Telex: 778582. **BRISTOL** 11 Park Street, Bristol BS1 5NF Tel: 0272 24713. **BELFAST** Lawther & Harvey Limited, 16-20 North Howard Street, Belfast BT13 2LT. Tel: 0232 20244 Telex: 74498. **DUBLIN** The British & Irish Steam Packet Co. Ltd., P.O. Box 19A, 12 North Wall, Dublin 1. Tel: Dublin 41821 Telex 5356.